

# STRATOS

RESIDENTIAL COLLECTION



## RESIDENCES AND CLOUDSTONES

### SALES PROCEDURES AND TIMELINE

#### IMPORTANT DATES

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##### **December 19, 2024:**

Stratos website is live with all purchaser information. Create an account, browse all residence details, select your favorites and review all the due diligence documents.

##### **January 30, 2025, at Noon MT:**

Make a Priority Reservation to lock in your residence selection position.

##### **February 6, 2025, beginning at 9 AM MT:**

Contract signing to purchase your residence begins.



RESIDENCES



CLOUDSTONES



## WELCOME

This document walks you through the residence selection and purchase process for Stratos Residences and Cloudstones. This document does not apply to the Stratos Sky Cabins — which have a different purchase process, outlined in a separate document. As always, our sales team is here to help should you have any questions about the purchase process or about the project. Call, email, or visit us at one of our sales galleries listed below.

Contact us:

- » Phone: 970.924.9100
- » Email: [info@stratossnowmass.com](mailto:info@stratossnowmass.com)

Visit us:

- » Slifer Smith & Frampton Real Estate Gallery in Snowmass Base Village
- » Viceroy Snowmass Sales Gallery in the Hotel Lobby



 RESIDENCES



 CLOUDSTONES

## THERE ARE 4 STEPS TO PURCHASING A RESIDENCE OR CLOUDSTONE AT STRATOS:

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### 1 - CREATE YOUR ACCOUNT — STARTING DECEMBER 19, 2024

Starting December 19, 2024, create your account at [www.StratosSnowmass.com](https://www.StratosSnowmass.com). This lets you explore the project, the Residences and Cloudstones in detail and save your favorite residences. It also provides a pre-purchase checklist and direct access to the due diligence documents that you will want to review prior to purchasing. Most importantly, you will ultimately make your Priority Reservation from this account once reservations open (see below), which will establish your place in queue to select and purchase your Residence or Cloudstone.

### 2 - SELECT YOUR FAVORITES AND REVIEW PURCHASE DOCUMENTS

- » On the website, you will find an interactive interface that enables you to browse all Residence and Cloudstone details, including floor plans, renderings, features, and pricing. Within your account, you can organize and prioritize a list of your favorite residences. When you have found a Residence or Cloudstone you like, save it to your favorites by simply clicking on the heart symbol. You may add up to six homes to your favorites list and may edit the list at any time.
- » Please remember that your favorites list is just a way to save and easily refer back to the specific Residences or Cloudstones that you are drawn to. By adding a favorite to your list, you are not reserving a specific home in any way. The opportunity to actually purchase your Residence(s) or Cloudstone(s) begins January 30, 2025, and no purchase is secured until a Purchase and Sale Agreement has been signed.
- » Your account will contain a pre-purchase checklist with links to information and due diligence documents that we recommend you review prior to the start of the Initial Contract Signing Process. You can review these documents by clicking on the accompanying hyperlink or by visiting <https://www.StratosSnowmass.com/purchaser-documents/>. These documents include interior finish guides, Frequently Asked Questions, the Priority Reservation Agreement, the Purchase and Sale Agreement, Homeowners Association and District web links, and more.
- » It is critical that you conduct all due diligence prior to the start of the Initial Contract Signing Process. All buyer due diligence materials will be available on December 19, 2024, on the website.
- » On January 28 and 29, 2025, from 9 AM – 5 PM MT we will hold open informational sessions at the Slifer Smith & Frampton Sales Gallery in Base Village and at the Viceroy Snowmass Sales Gallery in the hotel lobby. These sessions are open to all brokers and interested buyers and are an opportunity to address any questions directly with the Stratos sales team, either in person or by video call. The Stratos sales team is always available to buyers and brokers, however we expect a high volume of interest during this time and encourage buyers and brokers to reserve a dedicated slot ahead of time to answer all questions.

### 3 - MAKE YOUR PRIORITY RESERVATION — JANUARY 30, 2025, NOON MT

- » On January 30, 2025, at Noon MT Priority Reservations will open.
- » Simply login to your Account, click the Make Your Priority Reservation button, acknowledge the Priority Reservation Agreement and click the Submit Your Reservation button.  
Reservations have filled in extremely fast on prior SBV project launches. We recommend you review and acknowledge this agreement in advance so that you can make your reservation as fast as possible once they open. You may find a link to this agreement in the pre-purchase checklist on your account dashboard.
- » Your Priority Reservation will be time-stamped, establishing your priority place in the queue of other Reservation Holders to select and purchase your Residence or Cloudstone, as part of the Initial Contract Signing Process.

### 4 - PURCHASE YOUR RESIDENCE OR CLOUDSTONE — FEBRUARY 6, 2025

- » The Initial Contract Signing Process will begin on February 6, 2025, at 9 AM MT. Reservation Holders will be scheduled, in accordance with the Priority Reservation positions established by the reservation process described above, to select from the available Residences and Cloudstones and to execute a Purchase and Sale Agreement. Buyers should select and prioritize several favorites ahead of this date, in case some of their favorites are purchased ahead of their time slot.
- » Early Buyer Incentives are only assured to buyers who make a Priority Reservation and purchase through this Initial Contract Signing Process. These Early Buyer Incentives are as follows:
  - › A 3% discount off of the full list price.
  - › A 5% reduction in the total amount of Earnest Money Deposit to be funded by the buyer prior to closing – from 20% down to 15%.
  - › Additionally, buyers who are owners (recorded on title) of an SBV residence at the time of the Initial Contract Signing Process, as well as buyers who have purchased a residence from East West Partners in Snowmass previously, will receive an additional 2% discount off of the full list price (equating to a total discount for these buyers of 5% off of the full list price).
  - › *Additional details on the Early Buyer Incentives can be found in the Frequently Asked Questions section below.*
- » Prior to February 6, Reservation Holders will be notified of their 30-minute Priority Purchase Period time and day – which will be based on their Priority Reservation position in the queue. This Priority Purchase Period is the only opportunity to select a home and sign a Purchase and Sale Agreement as part of the Initial Contract Signing Process and provides the only assurance of receiving the Early Buyer Incentives.
- » You can attend your Priority Purchase Period appointment either in person or online. In either case, you may ask your broker or an authorized representative to be present with you, if desired.
- » Please go to the pre-purchase checklist link or the purchaser documents page of the website and carefully review the Purchase and Sale Agreement that you will need to sign to purchase at Stratos, well ahead of your Priority Purchase Period.



- » The sales team will prepare your Purchase and Sale Agreement during your Priority Purchase Period once you have selected your Residence or Cloudstone. The agreement will then be emailed to you for electronic signature. The form of this agreement will be the same as the version provided on the Stratos website and within your account, so you will be able to fully review it well ahead of your Priority Purchase Period. However, during your Priority Purchase Period, this agreement will also be populated with your buyer name or entity, the purchase price, your broker's name (if applicable), the HOA dues for the Residence or Cloudstone you have selected and other details specific to your selection. Once signed and initialed by you, the Seller will countersign, and a fully executed copy of the agreement will be delivered via email to all parties and to the title company (Land Title Guarantee Company).
- » Once a Purchase and Sale Agreement is mutually executed, it will become binding. After your agreement has been signed, you will receive instructions from Land Title Guarantee Company so you can make your initial Earnest Money Deposit.
- » Only unmodified, full price contracts (with applicable Early Buyer Incentives accounted for) will be accepted as part of this Initial Contract Signing Process.
- » A Reservation Holder may purchase multiple Residences and/or Cloudstones during their Priority Purchase Period. However, all Purchase and Sale Agreements must be under the Reservation Holder's name, or a legal entity controlled or owned entirely by the Reservation Holder.
- » At the conclusion of the Initial Contract Signing Process (after all reservations have been processed), all remaining unsold residences will be made available to the general public on a first-come, first-served basis.



### **A. WHY IS A PRIORITY RESERVATION IMPORTANT?**

Making a Priority Reservation will establish the order in which you will be able to select your residence. This is important because, although there are 83 wonderful Residences and Cloudstones, we want you to have the most robust set of options to choose from. Reservation Holders will have the first opportunity to purchase their desired residence at Stratos. Please note that making a Priority Reservation does not mean you've secured a specific residence, it just secures your position in the queue of all Reservation Holders. A Priority Reservation also qualifies you for the Early Buyer Incentives, if you purchase during the Initial Contract Signing Process.

### **B. HOW DO I MAKE A PRIORITY RESERVATION?**

Beginning at noon MT on **January 30, 2025**, you will be able to make a Priority Reservation through the Stratos website. Your Priority Reservation will be time-stamped when your Priority Reservation Agreement is acknowledged, and the Make Your Priority Reservation button has been pressed. This process is designed to be simple and only include a few buyer actions, but we do recommend that you connect with your local real estate broker or the Stratos sales team to review the Priority Reservation Agreement well ahead of time, so that you know what to expect and can move quickly as soon as reservations are opened.

### **C. HOW MUCH DOES A PRIORITY RESERVATION COST?**

No payment is required to place your reservation, but you will need to acknowledge the Priority Reservation Agreement.

### **D. WHAT ARE THE BENEFITS OF PURCHASING DURING THE INITIAL CONTRACT SIGNING PROCESS?**

Reservation Holders who purchase as part of the Initial Contract Signing Process, will receive early preference on residence selection as well as Early Buyer Incentives, which are only assured for buyers that participate in this process.

### **E. WHAT ARE THE EARLY BUYER INCENTIVES AND HOW DO I QUALIFY?**

Only buyers that purchase during the Initial Contract Signing Process are assured eligibility for the following Early Buyer Incentives:

- » A 3% discount off of the full list price.
- » A 5% reduction in the total amount of Earnest Money Deposit to be funded by the buyer prior to closing – from 20% down to 15%.
- » Additionally, buyers who are owners (recorded on title) of an SBV residence at the time of the Initial Contract Signing Process as well as buyers who have purchased a residence from East West Partners in Snowmass previously will receive an additional 2% discount off of the full list price (equating to a total discount for these buyers of 5% off of the full list price). The list of buyers who qualify for this additional purchase price discount is strictly limited to:
  - › Owners (of record/on title) of a residence at Capital Peak Lodge, Hayden Lodge, Limelight, Lumin, One Snowmass (including Residence Club), Electric Pass Lodge, Aura, Viceroy, Cirque or Havens at the time of contract signing.
  - › Any buyer that has previously purchased a residence of any type directly from East West Partners in Snowmass.
  - › Buyers must receive a written confirmation from Seller or Seller's agent of satisfying these qualifications prior to their Priority Purchase Period in order to receive this additional discount.

**F. WHO CAN MAKE A PRIORITY RESERVATION?**

In order to make a reservation you must be 18 years of age or older and have an account on the [www.StratosSnowmass.com](http://www.StratosSnowmass.com) website.

**G. WHAT IF I CAN'T BE ONLINE AT NOON MT ON JANUARY 30TH TO MAKE A PRIORITY RESERVATION?**

If you are unable to be online at this time you may have a family member, or other representative make your reservation for you using your account. If you do not have representation, please connect with one of our sales team members so that they can assist you.

**H. IS MY PRIORITY RESERVATION ASSIGNABLE?**

No, reservations are not freely assignable. However, your reservation is assignable to an entity that you control. All Purchase and Sale Agreements must be executed under the Reservation Holder's name or a corporation or entity controlled or owned entirely by Reservation Holder. Purchase and Sale Agreements are not freely assignable.

**I. CAN I MAKE MULTIPLE RESERVATIONS?**

No, you may not make multiple reservations, but you may purchase multiple residences with a single reservation. However, all Purchase and Sale Agreements executed within a single Priority Purchase Period must be in the name of the Reservation Holder or entities controlled by them. Purchase and Sale Agreements are not freely assignable.

**J. WHAT PROJECT DETAILS DO I NEED TO KNOW PRIOR TO MAKING MY RESERVATION?**

Full details about the Stratos Residential Collection will be available on the project website ahead of the reservation date. Please connect with us at [www.StratosSnowmass.com](http://www.StratosSnowmass.com) to receive updates. You can be assured that you will have all information well in advance of being invited to enter into a Purchase and Sale Agreement. However, remember that your reservation does not obligate you to purchase a residence and does not require a deposit, so you don't need to worry if you make a reservation and then decide not to move forward with executing a Purchase and Sale Agreement for any reason.

**K. WHAT IF I HAVE A REALTOR THAT I WANT TO HELP ME WITH THE PROCESS?**

We would love to work with you and your real estate professional throughout the process and will be paying 2.5% commissions to all registered buyer agents. Stratos will pay 50% prepaid commissions to your Realtor when 10% Earnest Money Deposits are funded and the remaining 50% of their commission will be paid when you close on your purchase. You will identify your Realtor when executing your Purchase and Sale Agreement. If you do not have a Realtor, that is fine as well – our sales team will help you through every step of the process.

**L. WHAT HAPPENS AFTER I MAKE MY PRIORITY RESERVATION?**

Starting January 31, 2025, the sales team will schedule a day and time for each Reservation Holder to select and purchase their Residence and/or Cloudstone. These appointments, referred to as Priority Purchase Periods, will be held in 30-minute increments. The Reservation Holder will have this time to identify the residence they wish to purchase. Upon identification of residence, the Reservation Holder will immediately start the contract process and may continue contract writing/executing beyond 30 minutes but may not exceed 90 minutes in total. The contract process is simple and allows for e-signatures so everything can be done quickly via email. The next Priority Purchase Period will commence on the next 30-minute increment following the same process.

**M. WHAT IF I CHANGE MY MIND?**

Again, your reservation does not obligate you to purchase a residence and requires no deposit. If you decide not to move forward with a purchase, your reservation will be canceled/terminated, and you will not be guaranteed to receive an Early Buyer Incentives should you decide to purchase later.

**N. MAY I ATTEND MY PRIORITY PURCHASE PERIOD VIRTUALLY?**

Contract signing will begin on February 6, 2025, at 9 AM MT and will allow for attendance via live online meeting (meeting link to be provided) or in person at a Snowmass Base Village location that will be announced when you receive your appointment details.

**O. WHAT HAPPENS IF I MISS MY PRIORITY PURCHASE PERIOD APPOINTMENT?**

Our sales team will be in close contact with you and/or your real estate agent to ensure that you are prepared for the Initial Contract Signing Process and your Priority Purchase Period. However, if you miss your scheduled session, we will move to the next Reservation Holder, and you will be able to make your selection based on the available residences when your time slot is rescheduled. If you elect not to sign a Purchase and Sale Agreement prior to or during your appointment, then your reservation will be canceled/terminated.

**P. CAN I SUBMIT A CONTRACT PRIOR TO FEBRUARY 6, 2025?**

We would be happy to review the contract with you ahead of the Initial Contract Signing Process starting on February 6, 2025, but contracts will not be executed prior to this and will only be executed with Reservation Holders during their Priority Purchase Periods.

**Q. CAN I SUBMIT A CONTRACT WITH AN OFFER PRICE HIGHER THAN LIST PRICE AND/OR MODIFIED TERMS THAT ARE BENEFICIAL TO THE SELLER/DEVELOPER?**

Please do not. This purchase process is not intended to be a bidding competition, but rather a fair and transparent process in which all prospects are given equal opportunity to purchase a residence at full asking price (with Early Buyer Incentives applied) with a clean contract. If the Seller receives such a beneficially modified contract it will need to be amended to a full-price contract (with Early Buyer Incentives applied) without any modification (a clean contract) and will be executed as such.

**R. WHAT HAPPENS AFTER I SIGN MY PURCHASE AND SALE AGREEMENT?**

The first step will be to make your initial Earnest Money Deposit to Land Title Guarantee Company.

- » An initial Earnest Money Deposit equal to 5% of the contract purchase price will be due within 3 days from mutual execution of a Purchase and Sale Agreement.
- » An additional Earnest Money Deposit equal to 5% of the purchase price will be due 30 days after mutual execution of a Purchase and Sale Agreement.
- » A final Earnest Money Deposit equal to another 5% of the purchase price will be due by October 31, 2025.



# STRATOS

## RESIDENTIAL COLLECTION

### KEEP IN TOUCH

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Hopefully this summary of the process to purchase a Stratos Residence or Cloudstone is helpful. We strongly encourage brokers, prospective buyers and any legal representatives to review the formal Purchase and Sale Agreement, HOA documents, FAQ's, etc., well in advance of the Contract Submittal Deadline to fully understand all binding and legal requirements of the contract prior to signing a contract, which will become fully binding with no due diligence contingency upon countersigning by Seller. If you have any specific questions, please feel free to contact our sales team at [info@StratosSnowmass.com](mailto:info@StratosSnowmass.com) or contact your attorney or broker directly.

Seller reserves the right to modify this process at their sole discretion.



RESIDENCES



CLOUDSTONES

**IMPORTANT NOTICE:** All depictions shown herein are artist conceptual renderings and drawings and are intended solely for illustrative purposes. The Stratos condominiums are being developed and sold by SV Building 10a Development LLC, which is part of the family of related but independent companies affiliated with East West Partners, Inc. SV Building 10a Development LLC is a separate, single-purpose entity that is solely responsible for all of its obligations and liabilities, and it is not the agent of East West Partners, LLC, or any other entity. Any reference to "East West" or "East West Partners" in connection with Stratos merely reflects this limited family of companies affiliation and does not imply that East West Partners, LLC or any other entity is responsible for the obligations or liabilities of SV Building 10a Development LLC. "East West" is a service mark of East West Partners, LLC. These materials shall not constitute an offer or solicitation in any state where prior registration is required. Void where prohibited by law.

**EQUAL HOUSING OPPORTUNITY.** All information is subject to change without notice. Presented by Sifer Smith & Frampton Real Estate. All depictions shown herein are artist conceptual renderings and drawings and are intended solely for illustrative purposes. They may not accurately represent the details of this specific residence and do not constitute an agreement or commitment on the part of the Seller to deliver the residence in accordance with such illustrations. The orientation, views, window configurations, features, ceiling heights and design elements vary from home-to-home. Any square footage measurements indicated herein are approximate only. Square footage calculations may be made in a variety of manners and different methods may yield different results. All residences are sold unfurnished—the furniture shown on the floor plan is not included in purchase price and is shown as a conceptual reference of potential room layouts. Interested buyers are advised to inspect the plans and specifications and to consult the terms of the Purchase and Sale Agreement for the design details and other information important to the purchase of each specific home.