



DESERT AIRE RESORT

A Commercial Development
Investment Opportunity

Presented By: Desert Vines Investments, LLC
December 2020



WHAT IS

Desert Aire Resort?

Desert Aire is a resort destination, located in the Desert Aire Community. This proposal outlines the incredible demand for a 6 acre commercial mixed use development.

PROPOSED MIXED USE DEVELOPMENT

THE DETAILS

14.5 acres of rural commercially zoned property with 1650 feet of highway frontage.

Preliminary renderings and civil work are prepared, complete with hotel with restaurant and bar, full-service spa, car wash, and wine tasting room.

THE BENEFITS

It is offered fully entitled for development.

There is a committed supply of potable water.

Significant infrastructure improvements are already built in.

Area is an ideal location for those looking to escape their week.

THE POTENTIAL

Retail

Multi-family

Wine, beer, and cider tasting rooms

Boat and RV storage

Full-service car wash and self-service wash bay options

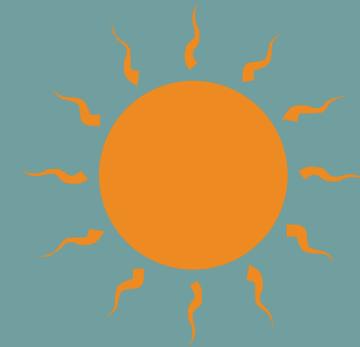
DESERT AIRE DEMAND

**2.5 HOURS FROM
SEATTLE &
4 HOURS FROM
PORTLAND**

Seattle the HQ of Amazon,
Microsoft, Costco, Starbucks.

Portland the HQ of Nike,
Columbia, Intel, & Adidas;
allowing for an influx of
employees looking for
a weekend escape.

A weekend escape has never looked so
sunny. Wine country, the Gorge
Amphitheater, the Columbia river!



The Desert Aire Resort location makes it an easy
access escape from the Seattle & Portland Rain.

DESERT AIRE'S DESIRABLE CLIMATE:

Located on the eastern side of the slopes of the
Cascades, Desert Aire gets less than
5 inches of rain annually,
and enjoys more than
300 sunny days annually.

REVENUE POTENTIAL

ESTIMATED HOTEL REVENUE

- \$10MM estimated construction cost for a 70 room hotel at \$100 a night
- \$7K monthly- \$2.525MM at full capacity
- \$1.260MM annual revenue

ESTIMATED CAR WASH REVENUE

- Easy access directly from highway
 - Recent traffic study indicated approximately 7-10,000 vehicles per day
- Highly profitable
 - Small-scale, self-service washes average \$40,000 per year in profit
 - Larger luxury washes can net more than \$500,000 per year





Need an Escape??

DESERT AIRE RESORT

Factors Generating Growing Demand for Desert Aire

Desert Aire is just 2.5 hours from Seattle which is the home to:

- HQ of Amazon, Microsoft, Costco, and Starbucks.
- The most diverse economy in the Pacific Northwest.
- Working Seattle residents are increasing at 31% per year, adding to the number of Washingtonians who are looking for a resort escape from monotony.

DESERT AIRE COMMUNITY INFRASTRUCTURE

ROBUST GROWING COMMUNITY

25-40 custom homes being built every year, contributing to a growing population.

Current inventory: 4 available properties for sale.

Roughly 300-400 are lots fully developed and ready for construction, allowing ease of entry to this opportunity.

MINIMAL EXISTING AMENITIES

ONE subpar tavern

ONE full service restaurant a mini mart

Concert venues and access to the Columbia river, with little or no places to stay overnight.

18 unit hotel that is in very poor condition that is always booked

THE POTENTIAL: OPPORTUNITIES FOR EXPANSION

- High demand for Hotel, Retail, and Extended Stay
- Multi-family homes and properties
- Wine, beer, and cider tasting rooms for visitors
- Boat and RV storage for the outdoor sevant





HOTEL

Purposed Hotel

Per the zoning and pre-app meeting approval has been given for 70 unit hotel to be built on one parcel of property.

Proposal is to sub-divide 2 parcels to accommodate a 2 building hotel with a full service restaurant on the top floor.

Current zoning is 35 feet which could easily support a 3 over 1 building with a full-service restaurant offering amazing views of the Columbia river and mountains.

The units will be designed to condo specs so that the units could be extended stay and short-term stay.

HOTEL

Purposed Hotel

Due to the lack of rental inventory longer term stay options are in high demand.

The second adjoining building design includes an indoor/outdoor pool with a retractable glass.

Small exercise and banquet facility which could expand to an outdoor park area for guests and parties, weddings and other Saturday market opportunities.

The increased demand offers a growing opportunity for temporary or long-term stay properties, which are currently not abundant.

Estimated construction costs for the Hotel and Second building are approximately \$10MM. This number does not include the expansion banquet building.



Car Wash

PROPOSED CAR WASH

- Option 1: 40' in bay Automatic-\$200-\$225k
 - Vehicle remains stationary and equipment moves
- Option 2: 60' Tunnel-\$450-\$750k
 - Vehicle moves through tunnel and equipment is stationary





DESERT AIRE

A COMMUNITY FOR
GROWTH AND HIGH
RETURN ON INVESTMENT



The Gorge

Desert Aire is only 45 minutes from the famous Gorge Amphitheater

- There is only one small 1 star hotel in the area, leaving no room for concert visitors to stay overnight.
- Current hotel in the area is booked every night.
- The venue hosts anywhere from 30-70k attendees at any point in time.
- The concert season is April through November.

LOCAL RECREATIONAL ACTIVITIES

- 18 Hole Golf Course
- Water Sports
- Fishing
- Hiking
- Mountain Biking
- Vineyards / Wine Tasting
- Concerts and Theater
- Boating / Boat Launch
- Airstrip
- Parks





Rick Moore

ABOUT

I am a third-generation Realtor with a construction and development background, including lending expertise. Before entering Real Estate, I chose to start my career in the mortgage industry, developing a strong understanding of how mortgages affect the purchase of real estate. As a broker, I have added to this understanding by learning and experiencing all sides of the transaction. Equipped with this knowledge, I entered the world of Real Estate, my true passion.

After 15 years of working with buyers, sellers and numerous investors and builders, I created a new company with one of my longstanding investor clients, Kirkland Homes, LLC.

I acquired my first property in Desert Aire in 2004, my decision to purchase here was based on its similarities to Arizona in landscape and climate with its close proximity to Seattle, The Gorge, Columbia River and surrounding vineyards.



RICK MOORE HAS CREATED A FULL-SERVICE CONSTRUCTION COMPANY TO ENTERTAIN BUILDING SPECULATIVE HOMES TO ACCOMMODATE THE DEMAND FOR NEW HOUSING.

DESERT AIRE

History

In the late 1960s, a group of investors led by Harry Davidson, of Harry Davidson, Inc., bought 3,200 acres of land along the Columbia River near the Priest Rapids Dam for \$1,000,000.

Davidson cut in a runway and flew investors into his airport community in a Douglas DC-3. They developed a planned community of some 1,600 homes centered on the airport, a golf course and marina, which opened beginning in 1970.

In 1994 the Grant County Airport District #1 was formed and now maintains the regional public-use airport in the community.



EXPERIENCE THE DIFFERENCE

Climate

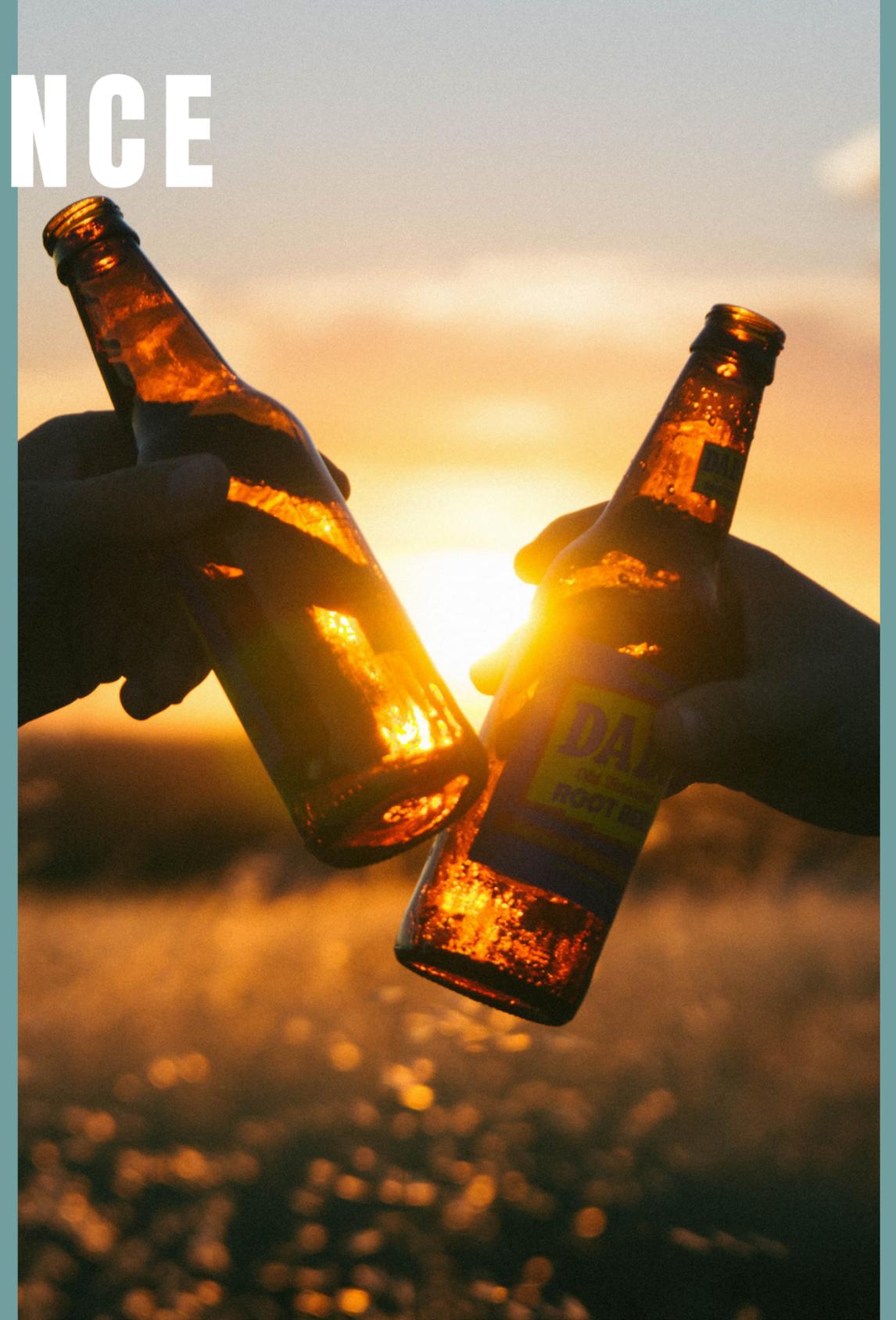
Desert Aire has some of the hottest temperatures in Washington during the summer and is one of the driest places in the state, making it the ideal climate for visitors.

Average temperatures in July are a maximum of 102 °F (39 °C) and a minimum of 64 °F (18 °C).

In January, the average maximum is 40 °F (4 °C) and the minimum is 26 °F (-3 °C).

Rainfall averages only 7 inches (180 mm) per year, and the average snowfall is 6 inches (150 mm).

Desert Aire is a resort community in Grant county, within the city limits of Mattawa.



STATISTICS

Demographics

As of 2000 Census:

- Age distribution: 31.2% under the age of 18, 7.0% from 18 to 24, 25.4% from 25 to 44, 21.4% from 45 to 64, and 14.9% who were 65+ years of age
- Median age was 32 years
- For every 100 females, there were 107.0 males
 - For every 100 females age 18 and over, there were 112.4 males
- Median house or condo value in 2017: \$212,116
 - \$95,600 in 2000
 - Desert Aire: \$212,116
 - Washington: \$339,000
 - Lower value quartile - upper value quartile: \$181,364 - \$261,584



Resources: Development Links

[Ariel Views Survey](#)

[Desert Aire Deed](#)

[Civil Engineering](#)

[Desert Aire UBI Number](#)

[Traffic Guide](#)

[Traffic Study](#)

[Cares Act, Grant County](#)

[Cares Act Application](#)

[Airport Approach](#)

[Flight Path, Desert Aire](#)

[Car Wash Construction](#)

[Mini Storage Survey](#)



*Thank
you*

DESERT AIRE

WWW.DESERTAIRE.COM

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