

AIRLIE HOTEL & CONFERENCE CENTER

INVESTMENT OR ACQUISITION OPPORTUNITY | 6809 AIRLIE RD, WARRENTON, VA 20187



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VALUE-ADD OPPORTUNITIES

THE OPPORTUNITY

A Rare Value Creation Play for an Investor or User

An iconic historic hotel and conference center currently independently operated, offering significant value-creation potential through strategic repositioning, thoughtful capital investment, expanded reach, and soft-brand affiliation.

Ideal investment/acquisition opportunity for hotel and conference center investors/operators and users, including but not limited to corporations, religious organizations, educational and cultural institutions, rehabilitation centers, senior living, and others.



THE PROPERTY

Countryside Hotel & Conference Center within 45 minutes of Washington, DC

~123 Operational Keys | Park-Like Campus Setting | 6809 Airlie Rd, Warrenton, VA 20187

Tranquil Campus Setting Proximate to DC

A 123-acre hotel and conference center campus in Virginia's Piedmont, just 50 miles west of Washington, DC. The property has a long-standing reputation for conferences, retreats, and weddings, set within tree-lined drives, open pastures, formal gardens, and woodland paths. The campus is currently maintained and operated by a large educational institution, reinforcing long-term stewardship and operational continuity. Airlie offers a rare balance of accessibility and Virginia Piedmont countryside character.

In-Place Meeting & Event Infrastructure

The property offers flexible meeting and event venues across the campus, including conference rooms, breakout spaces, landscaped gardens, outdoor areas, and a dedicated pavilion. These operations are supported by a centrally located, full-service kitchen capable of servicing events of all sizes, with an emphasis on regionally sourced cuisine. The campus has long attracted corporate, association, nonprofit, and government users seeking a private, secure retreat environment within close reach of Washington, DC.



HIGHLIGHTS

An Independently Operated Virginia Countryside Retreat



Fully Immersive, Destination Conference and Training Center

Campus environment with integrated meeting, conference, and event facilities, accommodating thousands of attendees across indoor and outdoor venues.



Multiple Lodging Buildings and Experiences

~123 guest rooms offering a range of group and individual accommodations, from purpose-built lodges to thoughtfully designed cottages.



Robust In-Place Infrastructure

Comprehensive on-site infrastructure including a central commercial kitchen, Harry's Pub restaurant, multiple parking areas, and a fleet of vehicles.



Proximity to Major Population Centers

Strategically located approximately 45 minutes from downtown Washington, DC and 20 minutes from Dulles International Airport, serving a regional population of over 7 million.



Unique Sense of Place

Distinctive rural setting with historic structures and natural landscapes, reflecting the character of Virginia's Piedmont region.



Indoor/Outdoor Recreational Spaces

Extensive recreational amenities including tennis courts, swimming, golf simulator, lake activities, biking, archery, fire pits, patios, walking trails, topiary gardens, and fishing.

EXECUTIVE SUMMARY

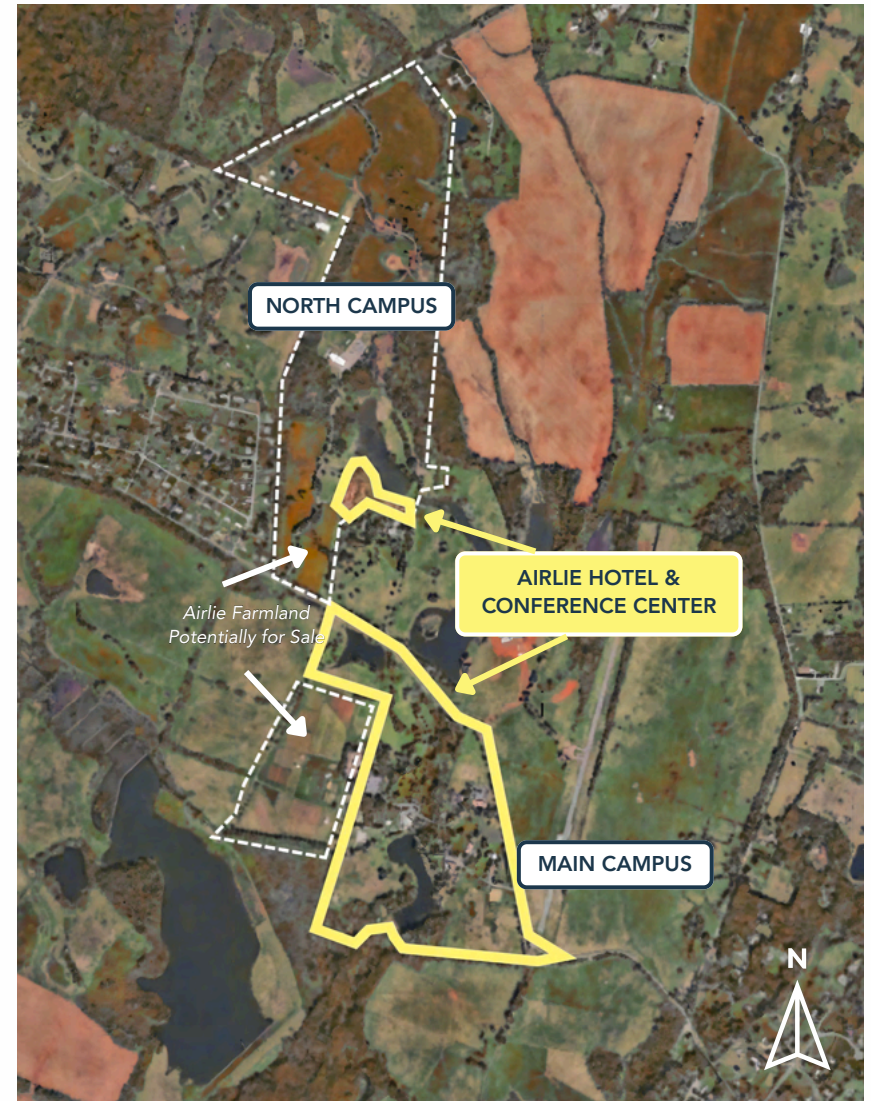
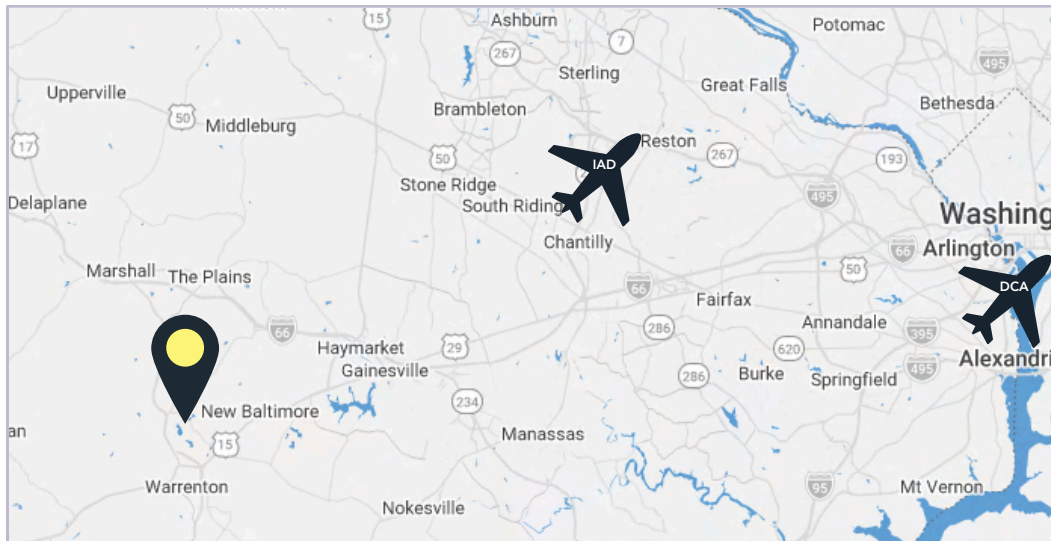
~123 Acre Campus with Diverse Lodging, Event Infrastructure, and Expansion Potential

AIRLIE HOTEL & CONFERENCE CENTER SITE OVERVIEW

	MAIN CAMPUS	NORTH CAMPUS
Lodging / Keys	~123 operational	~27 non-operational
Improvements	13 Buildings Main Conference Center Event Center	4 Buildings 2 Meeting Spaces SCIF Non-Operational Rooms
Zoning	RA	

AIRLIE FARMLAND (POTENTIALLY FOR SALE)

~175 AC TOTAL	~25 AC	~150 AC
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SITE MAP

A Walkable, Amenitized Campus Integrating Lodging, Event Spaces, and Natural Landscapes



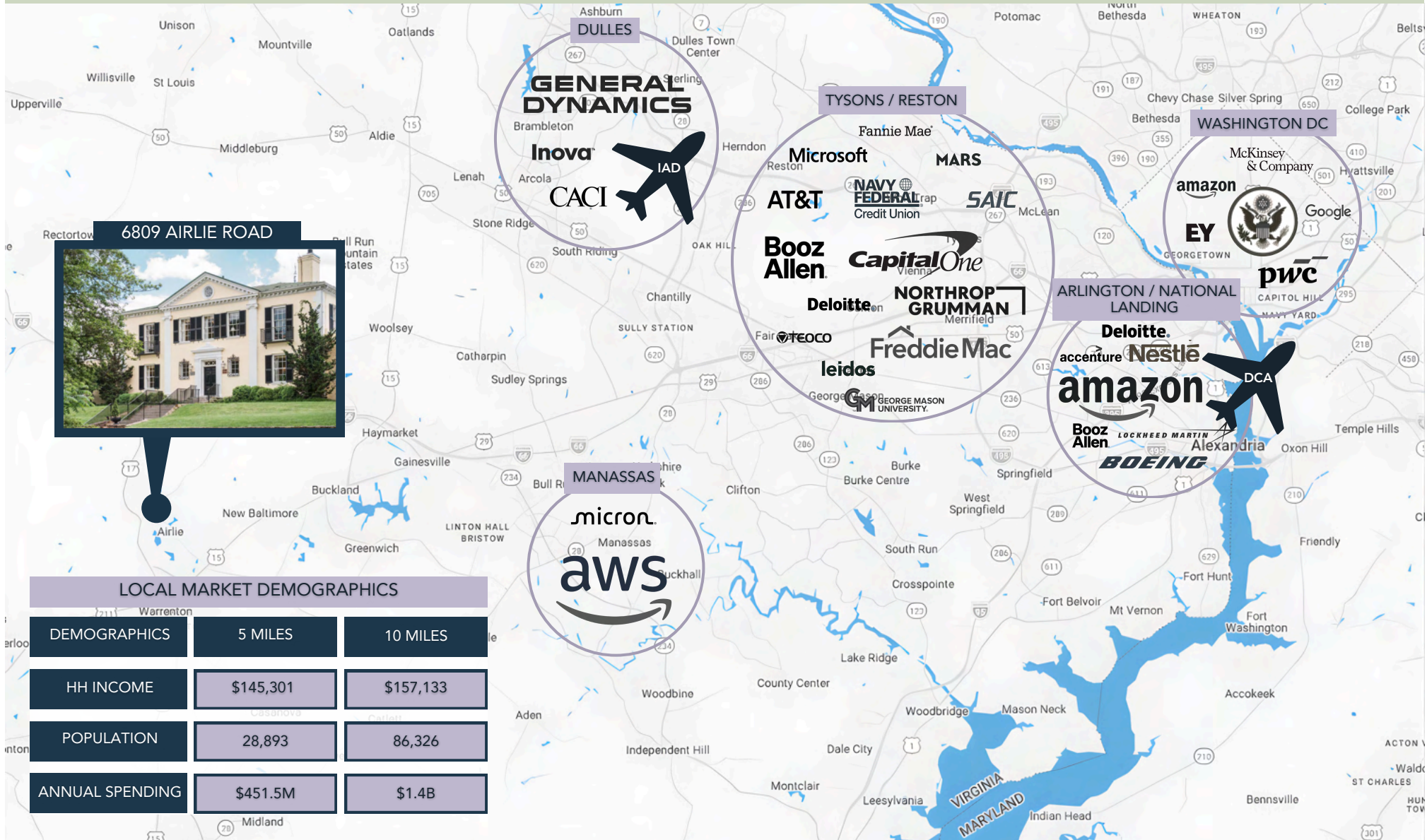


A RETREAT
FROM THE
RHYTHM OF DC



CAMPUS RETREAT WITH ACCESS TO MAJOR EMPLOYMENT HUBS

45 Minutes to Washington, DC | 25 Minutes to Dulles International Airport



WASHINGTON DC REGION

One of the Nation's Most Affluent, Educated, and Economically Resilient Regions

AWARDS & ACCOLADES

#1 Most Educated Large Metropolitan Area in the United States.

U.S. Census Bureau

#2 Destination for meeting & events in the United States.

Cvent

3 of the top 10 wealthiest counties in the United States within a 45-minute drive (Loudon, Fairfax, and Falls Church).

U.S. Census Bureau

Washington, DC Metropolitan Area

The Washington, DC metropolitan area is one of the most affluent, highly educated, and economically stable regions in the United States. Anchored by the federal government, the region benefits from a diverse employment base including government agencies, global nonprofits, Fortune 500 companies, leading universities, and technology and government contractors.

The area ranks among the highest in the nation for median household income and educational attainment, supporting a strong base of corporate, institutional, and government demand. It also serves as a hub for high-profile events, including inaugurations, international forums, policy conferences, and industry gatherings.



VIRGINIA PIEDMONT REGION

A High-Growth Destination for Leisure Travel, Corporate Retreats, and Experiential Hospitality

The Piedmont region draws high-income leisure travelers, corporate groups, and wellness-oriented guests seeking restorative retreats, creating a year-round demand base.

Airlie Is Just Minutes from Signature Piedmont Experiences:

Historic Old Town Warrenton: (7 minutes)

A walkable town center featuring locally owned boutiques, spa experiences, well-regarded dining, and preserved historic architecture.

Golf Courses: (10–25 minutes)

Access to well-regarded public courses including Stonewall Golf Club, Westfields Golf Club, Bristow Manor Golf Club, and others.

Wineries & Vineyards: (10–30 minutes)

Surrounded by celebrated wineries including Pearmund Cellars, Vint Hill Craft Winery, Barrel Oak Winery, Blue Valley Vineyard and Winery, Delaplane Cellars, and more.

Equestrian & Horseback Experiences: (15–30 minutes)

Set within Virginia’s horse country, with access to premier equestrian facilities, trail riding, ranches, and nearby hunt country.

Middleburg: (26 minutes)

A nearby destination known for equestrian culture, boutique shopping, fine dining, and its collection of historic inns and curated retail experiences.

Shenandoah National Park: (60 minutes)

An acclaimed natural destination offering hiking, scenic overlooks, and access to the Blue Ridge Mountains.



PAST 4 YEARS - KEY CAPITAL IMPROVEMENTS

Significant Investment in Recent Upgrades Across Infrastructure, Systems, and Guest Experience

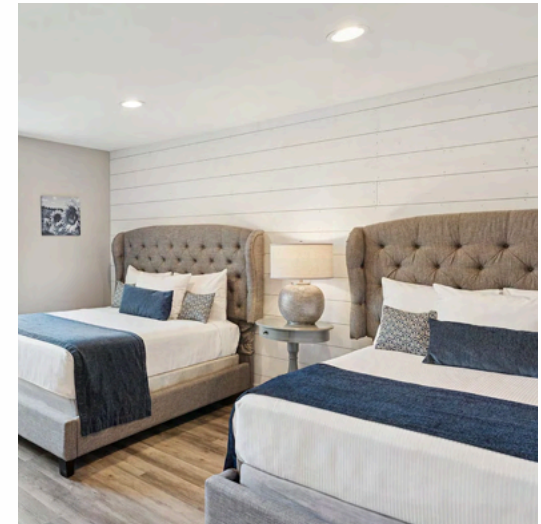
2022	2023	2024	2025
<ul style="list-style-type: none">• Airlie House Roof Partial• Lodge Roof• Pool Railing• Airlie House Flat Roof• Culvert Main Entrance• Dam Stabilization• Asphalt NVM• Cellular Enhancements	<ul style="list-style-type: none">• Driveway Repairs• Cellular Enhancements• Internet Fiber Mapping• Dam Stabilization• Main House Roof• Phone System Upgrade	<ul style="list-style-type: none">• Pavilion Wood Decking• Spanish Step Replacement• Silo Stairway Replacement• Pavilion Walkway• Audubon to Lodge Walkway• Carpet: Tack & Reserve• PMS/POS Upgrade• Smokehouse Tent• Court Resurfacing• Furniture: Harrys & Pool	<ul style="list-style-type: none">• Guest Shuttles• Harry's Pergola• Lobby Floor• Garden Irrigation Repair• Walkway Repairs• Federal Room Roof• Silo House Water Heater• ADA Lift: Meadow Room

ACCOMMODATIONS

Diverse Accommodations Across a Multi-Building Campus Setting

ACCOMMODATIONS (CURRENTLY OPERATIONAL)

Lodging Buildings	~SF	Room Count
Lodge	22,826	34
Farmer's House	9,762	25
Carriage House	9,764	24
The Silo	15,543	32
Grooms Cottage	2,500	4
Lake Cottage	2,500	4



EVENT SPACES SUMMARY

Over 20,000 SF of Flexible Indoor and Outdoor Meeting and Event Venues

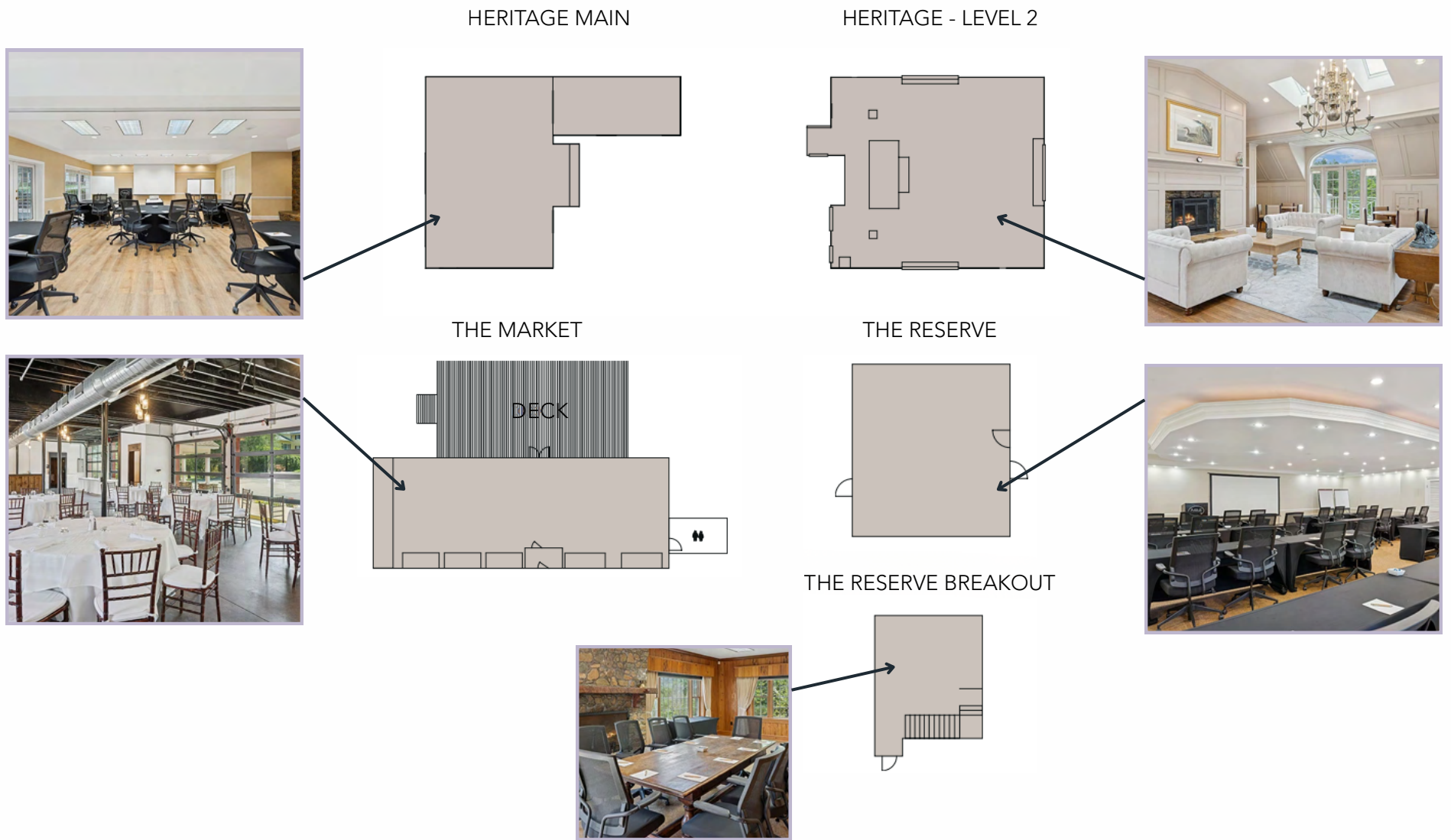
Event and Meeting Spaces

Airlie has over 20,000 SF of indoor and outdoor meeting spaces across the Main Campus, Airlie House, and North Campus.

Room	Dimensions	Ceiling Height	Square Feet	Theater	Classroom	Hollow Square	UShape	Conference	5' Rounds
Federal Room	40.6 x 63	10' 6"	2,557	240	180	78	63	48	180
Jefferson Room	36 x 35	10-15'	1,260	144	72	48	36	24	64
Rooftop Terrace	40 x 40	–	1,600	100	–	–	–	–	–
Top Golf Swing Suite	32 x 45.5	10' 4"	1,440	99	54	32	26	16	72
East Room	32 x 42	9' 8"	1,344	144	84	48	36	24	88
West Room	16.7 x 19	9'6"	317	30	18	12	15	12	8
North Room	14 x 16.8	9'6"	235	21	–	–	–	12	8
Foxes Den	12.5 x 23.5	9'8"	294	36	–	–	–	18	–
Audubon	27 x 33	10'	891	72	36	36	27	18	40
Tack Room	21.1 x 39	10'	819	80	36	30	24	24	32
Smokehouse	25.8 x 30.4	10' 6"	925	98	36	30	24	18	40
Pavilion	166 round	18'	2,800	280	126	60	45	–	180
Lake Tent	40 x 50	12' 6"	2,000	220	–	–	–	–	128
Garden Room	11.5 x 36.5	11' 4"	420	42	–	–	30	30	21
*The Heritage	24 x 37	8' 6"	888	120	45	42	30	30	48
*The Reserve	35 x 32	8' 6"	1,120	110	45	48	30	30	64
*The Market	26 x 67	–	1,800	–	–	–	–	–	32
Total	–	–	20,710	1,836	732	464	386	304	1,005

*Located on the North Campus

EVENT SPACES - NORTH CAMPUS



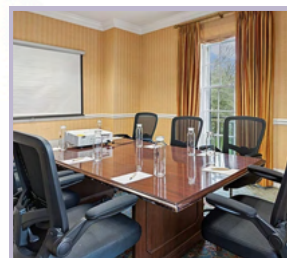
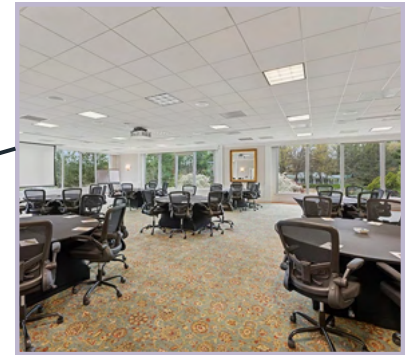
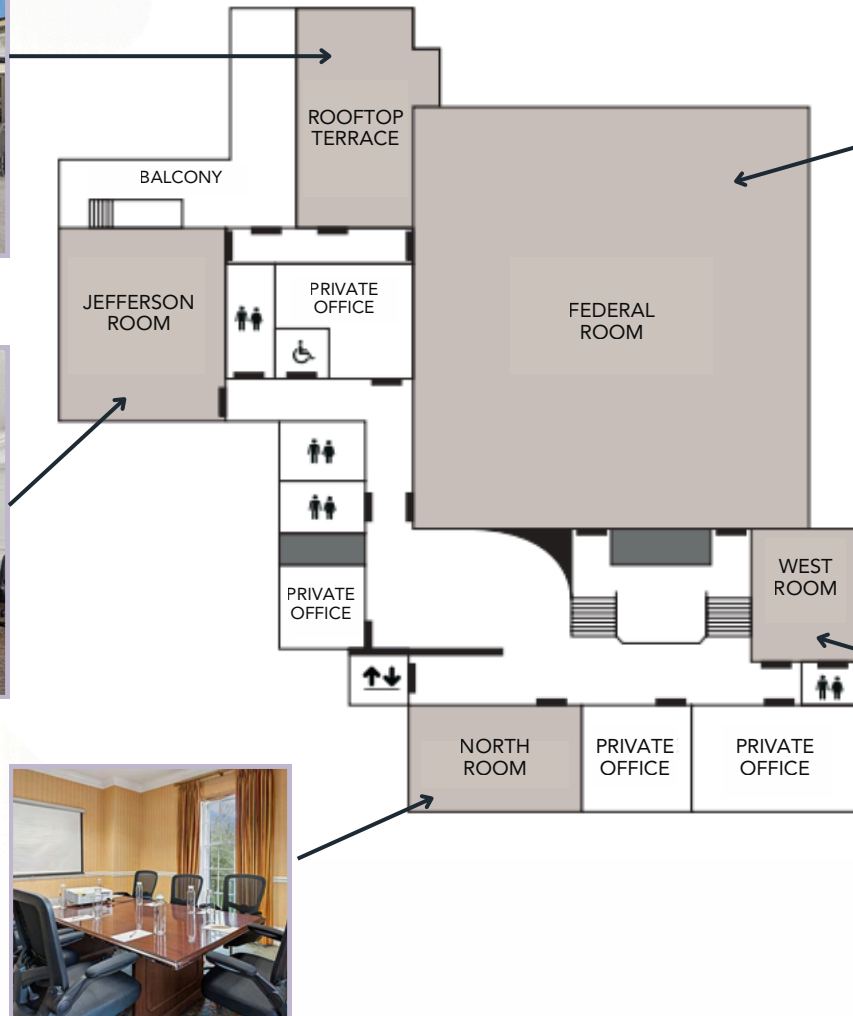
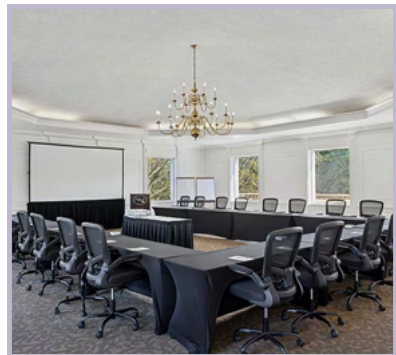
EVENT SPACES - AIRLIE HOUSE LEVEL 1



EVENT SPACES - AIRLIE HOUSE LEVEL 2



AIRLIE HOUSE - LEVEL 2

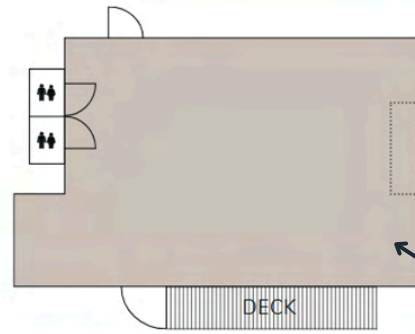


EVENT SPACES - OTHER MAIN CAMPUS BUILDINGS

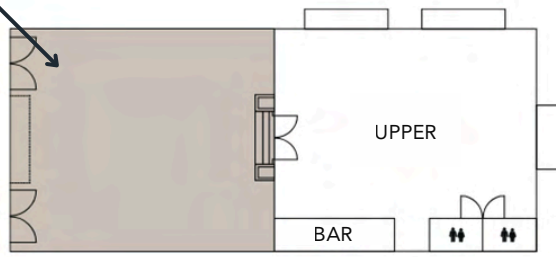
AUDUBON



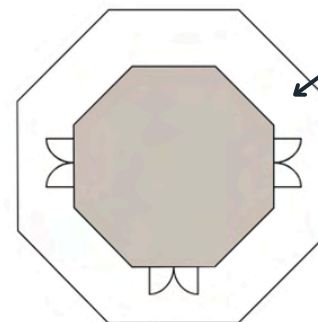
TACK ROOM



SMOKEHOUSE



PAVILION



PART II: VALUE-ADD OPPORTUNITIES

VALUE-ADD OPPORTUNITIES

Targeted enhancements to transform Airlie into a year-round destination serving both transient leisure guests and conference audiences



Soft Brand Affiliation: Leverage loyalty programs and platform-level marketing.



Create a Distinct Destination Experience: Create an iconic identity for Airlie that connects with the region's context, history, and Virginia Piedmont culture.



Improve and Expand On-Site Amenity Program: Additional food and beverage, upgrade pool, construct spa, upgrade fitness center, horseback riding facility, etc.



Upgrade Event & Conference Facilities: Additional event areas with unique character and upgrade existing facilities.



Reutilize/Rehabilitate Underutilized Spaces: Organize spaces to create a logical flow and meaningful visitor journey while adding amenities.



Operations Improvements: Reposition and activate main building lobby and check-in experience, signage, internal site circulation/wayfinding

RE-ENVISIONING IDEAS

A Forward Looking Vision to Unlock Transient Revenue



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