

# NAITahoe Sierra

Offering Memorandum

## Desolation Hotel Hope Valley

FOR SALE: \$7,000,000

Recently Renovated Resort with Cabins,  
Yurts, RV/Camp Sites, and Two Restaurants

14255 State Route 88 Hope Valley, CA 96120



EXECUTIVE SUMMARY

PROPERTY OVERVIEW

MARKET OVERVIEW

FINANCIAL ANALYSIS

ADVISOR BIOS

## Offering Procedure

### Desolation Hotel Hope Valley

This transaction will be conducted through an offering process in accordance with the terms and provisions of this Offering Memorandum, which NAI Global may, in its sole discretion, amend or update (provided that NAI Global has no obligation to amend or update the information included herein or otherwise made available to prospective purchasers). Each prospective purchaser has signed a Confidentiality Agreement in form and substance satisfactory to NAI Global as a condition of its receipt of this Offering Memorandum.

Inquiries concerning the procedures outlined in this Offering Memorandum may be directed to:

### **NAI**Tahoe Sierra

#### Scott Fair

O: 530 525 2304  
sfair@naitahoesierra.com  
CalDRE #01761504

#### Rob Nation

O: 530 606 6255  
rnation@naitahoesierra.com  
CalDRE #02255105

### Distribution of Offering Materials and Review Period:

All due diligence materials that will be provided will be made available through the BuildOut Website.

### Tour Dates:

Private tours of the Property are being offered by appointment only. Please schedule your site visit at your earliest convenience, by sending an email to sfair@naitahoesierra.com.

### Initial Offers Due:

The official bid date will be determined and communicated to interested parties at a later date.

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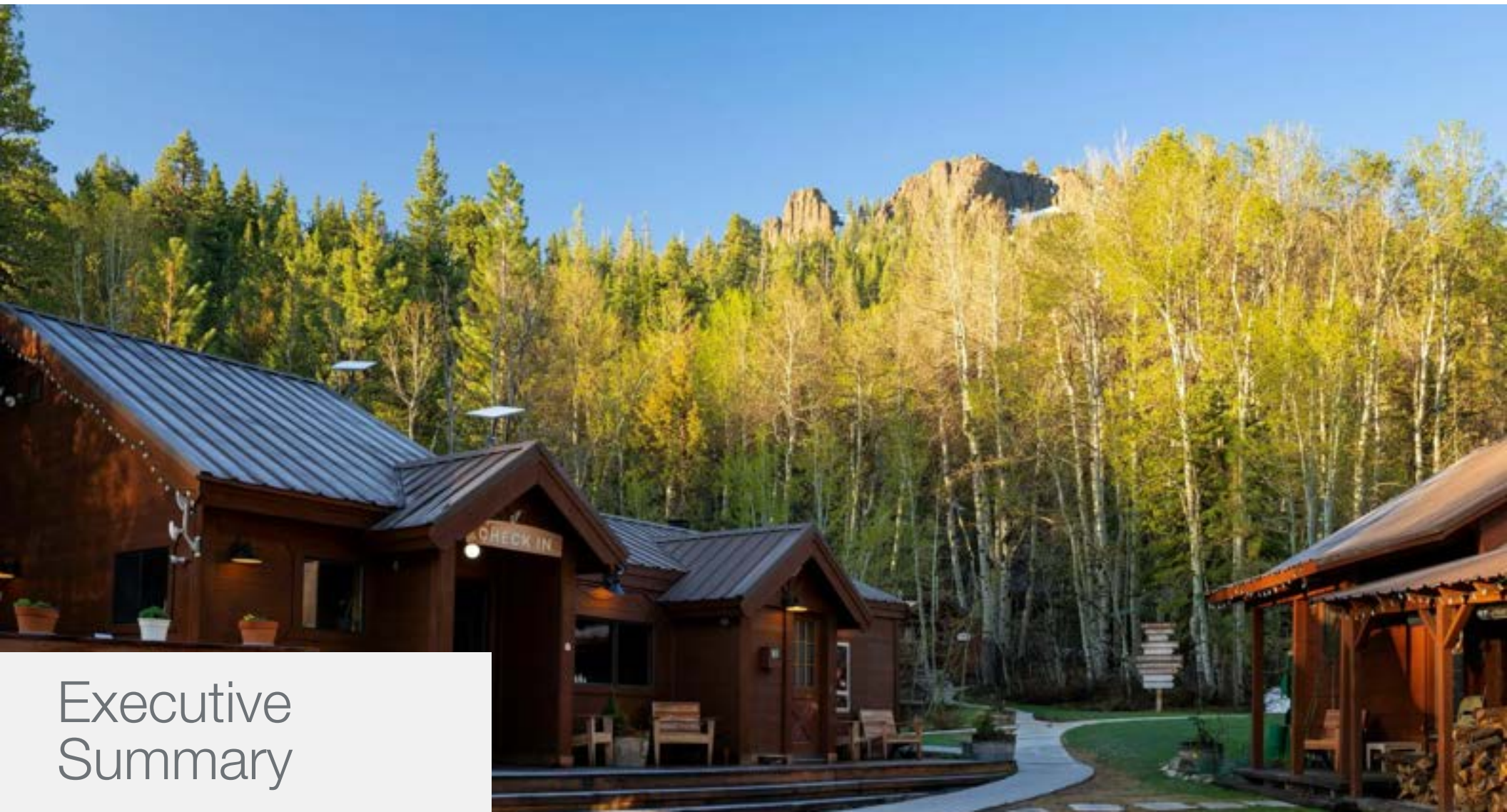
EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. NAI Tahoe Sierra, LLC makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. NAI Tahoe Sierra, LLC does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by NAI Tahoe Sierra, LLC in compliance with all applicable fair housing and equal opportunity laws.



# Executive Summary



## Executive Summary

NAI Tahoe Sierra is pleased to offer for sale **Desolation Hotel Hope Valley** ("the Property"), a highly unique resort on approximately 165 acres nestled in the foothills of the Sierra Nevada mountains. The property consists of 47 guest accommodations ranging from camping and RV sites to yurts, bungalows, and spacious fully-equipped cottages. There are also two on-site restaurants (Sorensen's Restaurant and Hope Valley Bar & Grill) with gift shops, a wood-fired sauna, an outdoor dining and bar area, and immediate access to hiking, fishing, biking, resort and backcountry skiing, and an abundance of outdoor recreation activities.

Desolation Hotel Hope Valley has a history that goes back centuries. Initially cared for by the native Washoe tribe, colonized by the Mormons, purchased at the turn of the century, and gradually developed into a resort where weary travelers could rest and recharge surrounded by nature. Current ownership recently renovated the property to inject more vibrance into what was already a beloved yet homely resort, adding luxury elements and eco-friendly amenities to the rustic authenticity of the property.

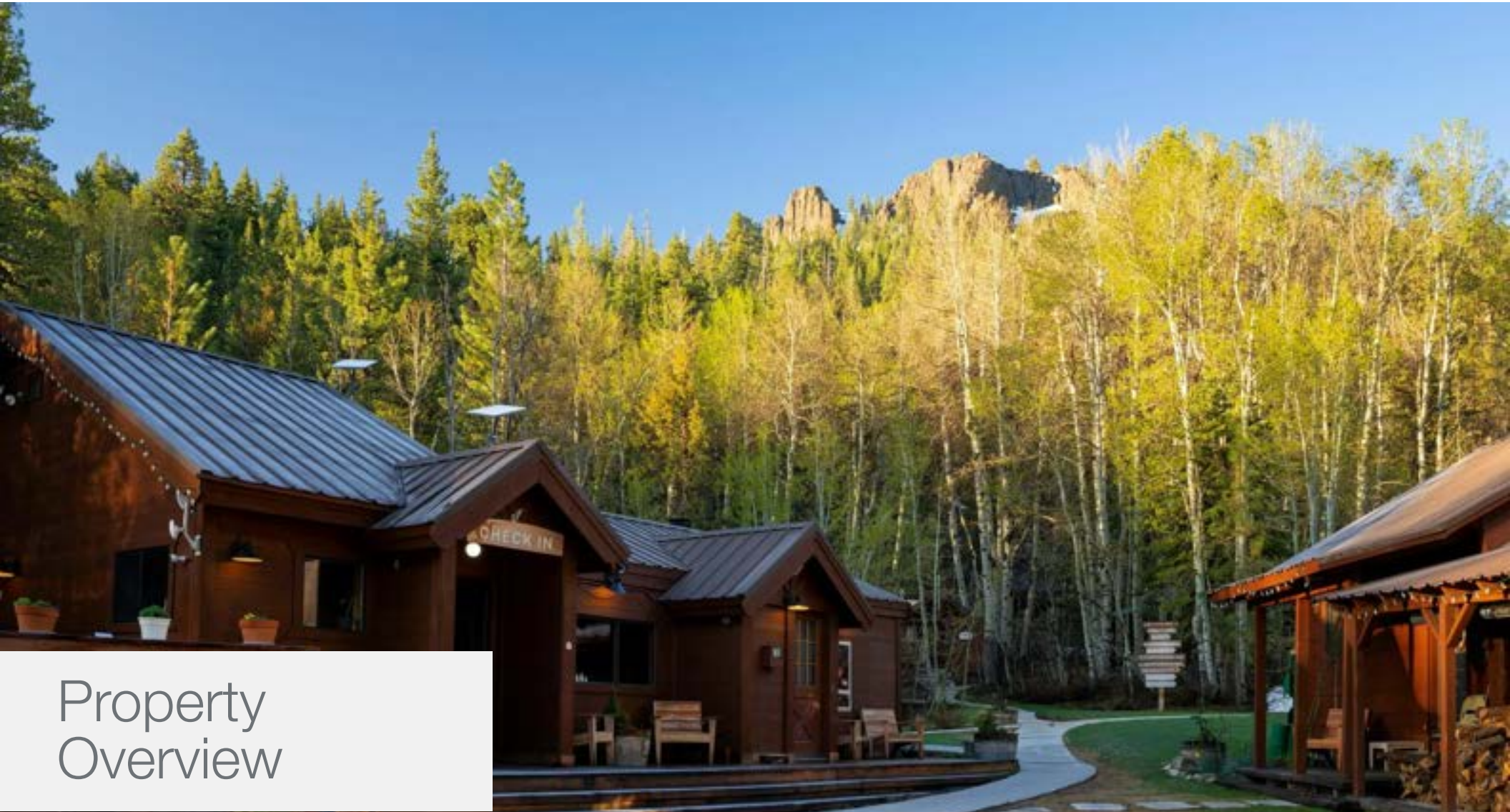
The offering presents an opportunity to acquire a historic, one-of-a-kind vacation destination on with significant acreage and amenities in the heart of Hope Valley.





## Investment Highlights

- Offering includes two formerly separate resorts (Sorenson's and Hope Valley Resort & Campground) which current ownership has combined into one operation and invested significant capital into upgrades. The total site is approximately 165 acres. The campground portion of the offering is located on US Forest Service land.
- The property offers a wide variety of guest accommodations ranging from camping and RV sites to yurts, bungalows, cabins and cottages suitable for large groups and families.
- Designed by outdoor enthusiasts, accommodations combine rustic adventure and conscious luxury, providing guests with modern in-unit kitchens and bathrooms along with upscale linens and toiletries.
- The Property includes two full service restaurants and gift shops, one at each site, as well as a wood-fired sauna, bath house (for camp sites), and ample outdoor dining and gathering spaces.
- Numerous hiking/biking trails and fishing spots are directly accessible from the grounds, and all the world-class outdoor recreation and leisure of Lake Tahoe and the Sierra Nevada mountains are within a short drive. In the winter, the property is conveniently located near Heavenly Mountain Resort (30 mins), Kirkwood Mountain Resort (20 mins), and at the center of the regions most sought after back country terrain.



Property  
Overview

## Property Information

<b>Property Name</b>	Desolation Hotel Hope Valley
<b>Street Address</b>	14255 State Route 88
<b>City, State, Zip</b>	Hope Valley, CA 96120
<b>County</b>	Alpine
<b>APN</b>	01-040-002-0-2, 01-030-008-0-0, 01-070-003-0-0
<b>Zoning</b>	PUD/AG
<b>Year Built/Renovated</b>	1890 / 2025
<b>Number of Buildings</b>	32 (plus 11 yurts)
<b>Foundation</b>	Post, Pier, Concrete
<b>Walls</b>	Wood and Plastered Sheet Rock
<b>Roof</b>	Wood
<b>Restaurants</b>	Two Restaurants: Sorenson's Cafe and Hope Valley Bar & Grill +/- 40 indoor seats, 85 outdoor seats Type 41 liquor license included

## Unit Mix

<b>Accommodation Type</b>	<b>Count</b>
Hope Valley House (sleeps 9)	1
Bungalows (studio cabin, sleeps 2)	4
Cabins (sleeps 2-7)	15
Cottages (sleeps 4)	5
Homesteads (sleeps 4-5)	2
Yurts (sleeps 2-6)	11
RV sites	7
Tent Sites	2
<b>Total</b>	<b>47</b>











Market Overview

## Market Overview

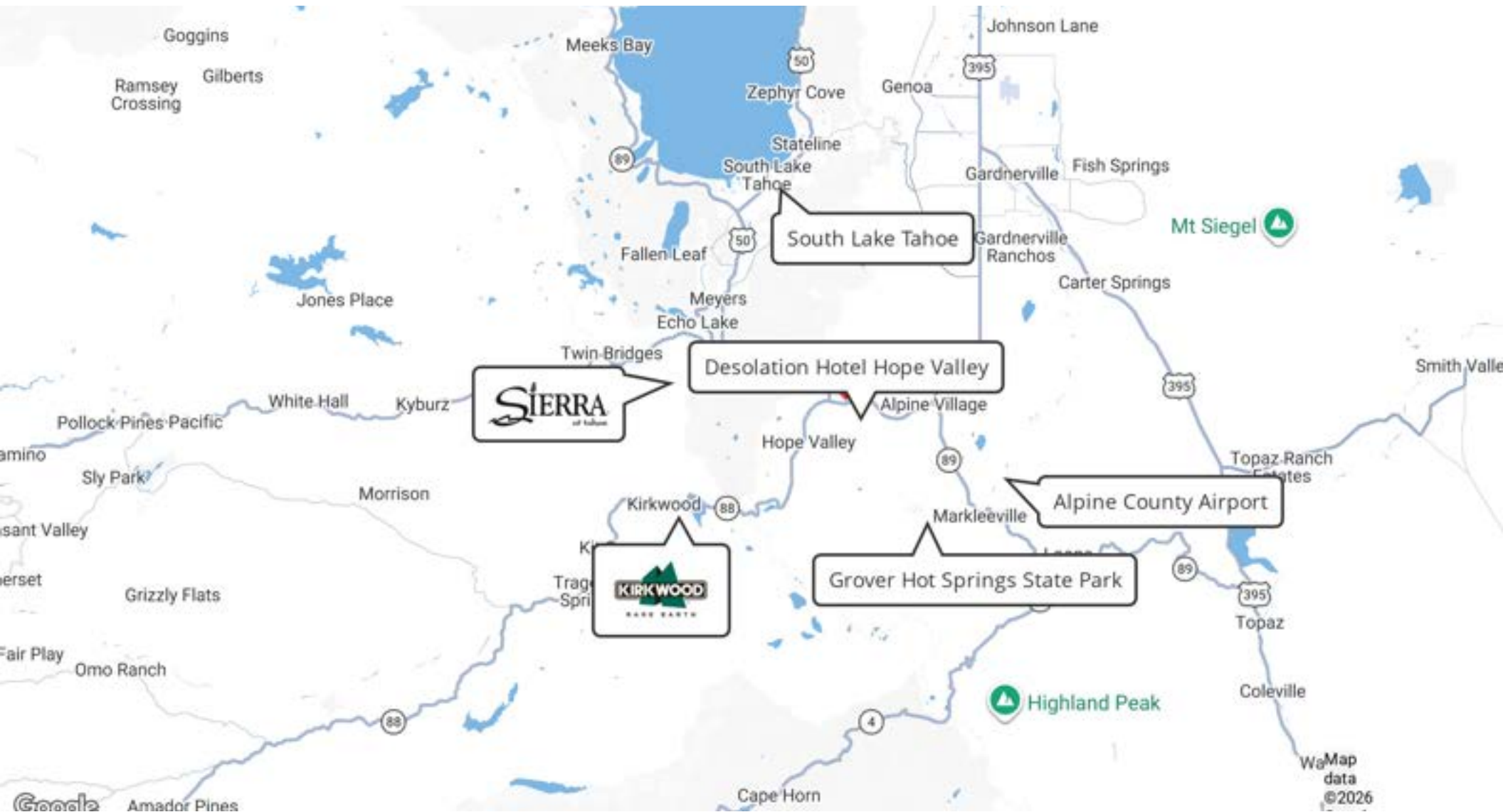
Desolation Hope Valley is located approximately 20 miles south (30 min drive) of Lake Tahoe, a booming year-round destination that attracts over 15 million annual visitors. Lake Tahoe and Hope Valley feature a diverse array of demand generators including four-season outdoor recreation, world-renowned ski resorts, casinos and event centers, shopping, dining, and of course the 72 miles of shoreline around North America's largest alpine lake.

According to CoStar, the property is located within the Merced/Central submarket, which includes 210 total hotels. Trailing 12 month occupancy was 58.9%, a 1.3% increase over the prior year, while trailing 12 month ADR was \$168, a 0.9% increase. Combined, these numbers equate to a 2.2% increase in trailing 12 month RevPAR. Only 100 rooms are currently under construction in the submarket, so forecast supply change is negligible.

## Location Overview

The property is situated in a picturesque alpine valley less than one mile east of the 88/89 junction, 20 miles south of Lake Tahoe. Surrounded by national forest land, Desolation Hope Valley is one of the few developments in the immediate area, offering guests a secluded retreat and providing ownership with limited competition. Other nearby attractions include Grover Hot Springs State Park, Kirkwood Mountain Resort, and Sierra-at-Tahoe Resort.







## Population

	20 Miles	50 Miles	100 Miles
Total Population	66,942	394,054	4,451,535
Average Age	47.3	46.7	39.8
Average Age (Male)	47.4	46.4	38.8
Average Age (Female)	47.1	47.1	40.8

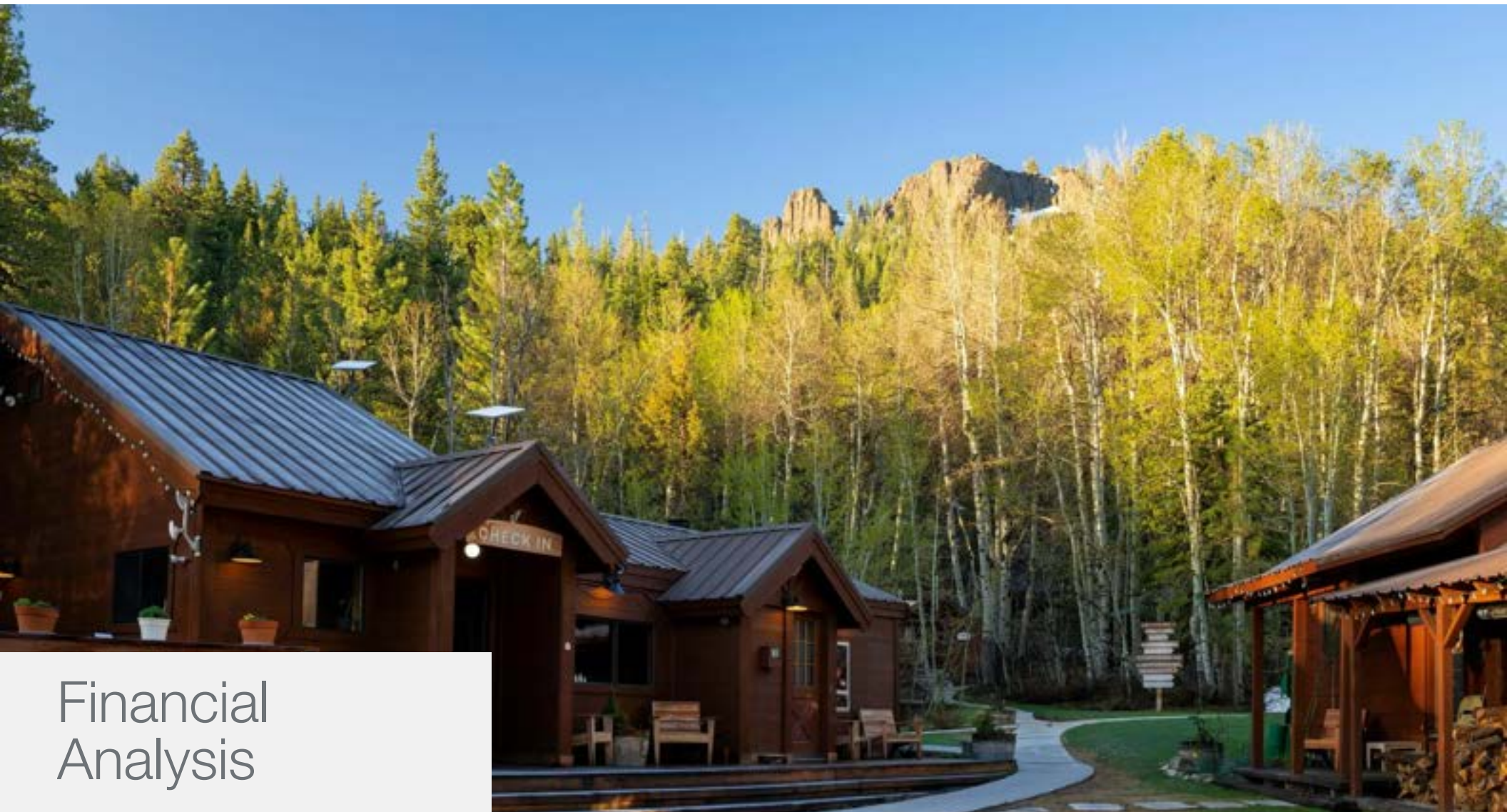
## Households & Income

	20 Miles	50 Miles	100 Miles
Total Households	28,337	163,367	1,608,325
# of Persons per HH	2.4	2.4	2.8
Average HH Income	\$126,393	\$129,093	\$116,025
Average House Value	\$737,476	\$682,334	\$557,199

2023 American Community Survey (ACS)



# Financial Analysis



## Occupancy, ADR and RevPAR Breakdown

Accommodation Type	2025 ADR	2025 Occupancy	2025 RevPAR
Hope Valley House (1)	\$600.80	39.7%	\$238.52
Bungalows, Cabins, Cottages (26)	\$306.64	47.4%	\$145.34
Yurts (11)	\$260.03	31.2%	\$81.22
Campsites (2)	\$56.02	19.6%	\$10.97
RV Sites (7)	\$92.95	22.3%	\$20.75

*Note: certain sites were transitioned from RV sites to Yurts or otherwise partially offline during 2025 and excluded from calculations of ADR and occupancy. Unit type counts in chart above reflect current amounts.*



	2025 T12	Adjusted	% of Revenue
<b>Revenue</b>			
Room Revenue - Cabins	\$1,383,453	\$1,383,453	--
Room Revenue - Campground	\$420,421	\$420,421	--
F&B Revenue	\$897,951	\$897,951	--
Other Income	\$90,851	\$90,851	--
<b>Total Revenue</b>	<b>\$2,792,676</b>	<b>\$2,792,676</b>	<b>--</b>
<b>Cost of Goods Sold</b>			
COGS - Lobby Store	\$7,571	\$7,571	0.3%
COGS - F&B	\$227,257	\$227,257	8.1%
<b>Total Cost of Goods Sold</b>	<b>\$234,827</b>	<b>\$234,827</b>	<b>8.4%</b>
<b>Gross Profit</b>	<b>\$2,557,848</b>	<b>\$2,557,848</b>	<b>--</b>
<b>Expenses</b>			
Staffing/Payroll	\$2,090,238	\$2,090,238	74.8%
F&B Expense	\$182,458	\$182,458	6.5%
General & Administrative	\$597,120	\$217,248	7.8%
Marketing, Fees & Commissions	\$333,426	\$333,426	11.9%
Repairs & Maintenance	(\$517,646)	\$142,975	5.1%
Utilities	\$616,597	\$512,039	18.3%
Management Fees	\$162,710	\$162,710	5.8%
Real Estate Taxes	\$103,611	\$103,611	3.7%
Insurance	\$160,860	\$160,860	5.8%
<b>Total Expenses</b>	<b>\$3,729,374</b>	<b>\$3,905,565</b>	<b>139.9%</b>
<b>Net Operating Income</b>	<b>(\$1,171,526)</b>	<b>(\$1,347,717)</b>	<b>--</b>

*Note: certain adjustments were made to the 2025 P&L for non-recurring and ownership level expenses (i.e. an R&M refund from prior years and one-time legal fees and water treatment expenses).*





Advisor Bios



## Scott Fair

Director

sfair@naitahoesierra.com

Direct: **530.525.2304** | Cell: **530.525.2304**

CalDRE #01761504 // NV #BS.0144220

## Professional Background

Scott was born and raised in South Lake Tahoe however began his real estate career with a multi-national commercial real estate company in the San Francisco/Bay Area focused on Industrial and Office real estate. The love of the lake family community and quality of life brought Scott back to his home town of South Lake Tahoe. Focused on commercial and resort real estate in the Lake Tahoe area Scott has the advantage of leveraging home town market knowledge and connections while capitalizing on his experience in sales marketing financial analysis and technology through the NAI Global platform.

## Education

Scott holds a Bachelor of Arts in business economics from the University of Santa Barbara where he was in both the Sigma Chi fraternity and the Accounting Association. He is a South Tahoe High graduate and Varsity Baseball and Football alumni as well as a two time Junior Olympian representing Heavenly Ski Resort.

## Memberships

Board of Director South Tahoe Chamber of Commerce  
Board Member of South Lake Tahoe's CEO working group

NAI Tahoe Sierra  
3141 Highway 50 Suite B1  
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## Rob Nation

Director

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CalDRE #02255105

## Professional Background

Originally from Philadelphia, Rob started his commercial real estate career with Cushman & Wakefield as a financial analyst covering institutional sales throughout the Mid-Atlantic Region. He later served as a portfolio manager for PRG Real Estate, a vertically integrated investment firm with 11,000+ apartments owned across the country. In addition to these roles he has also had success renovating and managing investment property as an entrepreneur. Over the course of his career, Rob has transacted on over \$1 billion of commercial real estate as a broker and investor, including 5,000+ apartments and 2,000,000+ SF of commercial space. In 2024, he joined NAI Tahoe Sierra and relocated to Truckee to bring institutional-quality sales and leasing expertise to commercial property owners in Tahoe with a focus on the Truckee and North Shore markets.

## Education

Rob is a graduate of Dickinson College where he earned a BA in economics and was a member of the varsity lacrosse team. He is a CFA charterholder.

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# NAITahoe Sierra

Offering Memorandum

For additional information please contact:

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