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## **Executive Summary**

46 secluded acres in Dripping Springs, Texas, along with a highly successful luxury glamping business operated on the property.

### Property Overview

- Stunning vistas with canopied waterfront and significant undeveloped space
- Location: Dripping Springs, TX a high-demand travel destination just outside of Austin
- Size: +/-46 acres
- **Zoning / Deed Restrictions:** No zoning (outside of city limits and not located in the ETJ). Largely unrestricted.
- Property taxes are low due to wildlife exemption
- Also Included: GLAMP, a short term rental business

## Investment Opportunity

**GLAMP** is a premier **glamping resort** offering **luxury yurts** with private hot tubs, outdoor kitchens, and an immersive nature experience tailored to upscale travelers.

**Business Model:** Profitable short-term rental operation with over two years of operations and \$766K of total income in 2024.

Website: www.getlostglamping.com included with the sale





## **Property Details**

### Location:

Downtown Austin, TX: ~32 miles

Hill Country Galleria: ~22 miles

Hamilton Pool Preserve: ~15 miles

Pedernales Falls State Park: ~ 13 miles

Texas Hill Country Wineries & Breweries: Hawks Shadow Winery, 12 Fox Brewery, Dripping Springs Vodka, Deep Eddy Vodka, Treaty Oak Distillery, Bell Springs Winery, and more ~ all in the neighborhood!

Dripping Springs is a rapidly growing area with a very strong tourism economy.

Dripping Springs is considered the "Wedding Capitol of Texas."

High demand for short-term rental stays in the region due to wineries, wedding venues, and outdoor attractions.

Deadman's Creek runs through the property, providing a yearround riparian canopy of shade and wildlife



















### Improvements:

- 10 short term rental units (constructed 2022), each with extensive decks, hot tubs, fire pits, and outdoor kitchens
- Original ranch house (approx. 2,148 sq. feet, remodeled 2024), known as the "Lodge"
- One **Spa** yurt
- Three barns
- Two **bridges**, a dam, and patio at waterfront

### Infrastructure:

- Newly constructed septic with 9 concrete tanks (2022), PEC power accessible throughout the property via underground trenching, and high-speed Wi-Fi
- 30,000 ga. water catchment tank with filtration system and accompanying water well
- Three entrances accessing McGregor Lane

## Expansion Potential:

An owner's residence can be constructed on the upper vista with 360 views, or additional short-term rentals, event spaces, and/or partnership space can be developed. Property development is unrestricted as there is minimal deed restriction and no zoning. The property is located outside of the ETJ.





## <u>Business</u>

## Key Highlights:

- **Total income of \$766,000** and \$269,000 of net income in 2024
- High occupancy rate of 61.3 % in 2024.
- **Excellent reviews** 166 on Google with **4.9 stars**
- Premium amenities including private decks, hot tubs, fire pits, and outdoor kitchens
- Professional brand & digital presence conveys with the property

### Revenue Streams:

- Lodging
- Upsells (romantic packages, massages, charcuteries, etc.)
- Merchandise & branded experience

## **Booking Sources**

- 98.5% direct bookings (1,239 in 2024) via website (www.getlostglamping.com and www.theyurtopian.com)
- Listings on Airbnb, VRBO, and other travel platform

## GLAMP at The Yurtopian

4.9 ★★★★★ (166)

Overview Prices Reviews About

## Intellectual Property and Systems Conveying with the Property:

- **Brand GLAMP** Get Lost Together
- Website www.getlostglamping.com (Wordpress website hosted on Siteground)
- Online Booking System OwnerRez
- GetDuve (digital guidebooks, SMS, and guest communication
- Google Profile: 4.9-Stars with 166 reviews

## **Growth Opportunities**

- More lodging units (expanding yurt offerings or other structures)
- Spa services
- Corporate retreats & group bookings
- Weddings & special events
- Food & beverage services
- Branded **merchandise** expansion
- Families









# <u>Transaction</u> Structure and Details

### Asking Price:

\$5,485,000

#### **Deal Structure:**

The property will be sold using the standard TREC Farm and Ranch Contract, with an addendum covering intellectual property and closing logistics related to the ongoing business operations. Final terms will stipulate that the consideration will be fully allocated to real property (IRS Form 8594).

#### Reason for Sale:

The majority owner is seeking an exit for its minority investors.

### Inspection Period / Due Diligence:

Key documents available upon request, including, financial statements, occupancy reports, tax filings, and system descriptions

## Included Personal Property:

All personal property within the yurts and laundry facility only will convey with the property.

### Included Intellectual Property:

The seller's rights to the GLAMP brand, the website, the social media handles, Google Business Profile, and booking and CRM systems will convey with the property.

## Financing Options:

The seller currently has \$3.1 million of financing through Frontier Bank of Texas that the lender may be willing to assign to the purchaser at a rate in the

low 6% range, subject to lender approval.

### Note Regarding Brand Transition:

The property was originally operated under The Yurtopian brand and website and has transitioned to the GLAMP brand. However, bookings at the property continue to be primarily generated through The Yurtopian's website. All rights to the GLAMP brand will convey with the property. No rights to The Yurtopian brand will convey with the property, although a transition period in respect of bookings generated through The Yurtopian's website may be discussed.















## Next Steps:

For additional details or to schedule a tour, please contact: **Robin Agan**,

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## Other Legal Information

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