

DESCANSO

288 E CAMINO MONTE VISTA

Palm Springs



ZACUTO GROUP
COMMERCIAL REAL ESTATE

FOR SALE

16-ROOM HIGH DESIGN HOTEL



DESCANSO

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Palm Springs

Matthew Luchs and Matthew Ambrose of Zacuto Group are pleased to exclusively present Descanso Resort, a premier gay men's boutique resort ideally situated in the heart of Palm Springs. Originally reopened in January 2022 following a comprehensive, top-to-bottom renovation and complete repositioning, Descanso has rapidly emerged as one of the most acclaimed and sought-after hospitality offerings in the market.



ADDRESS	288 E Camino Monte Vista Palm Springs, CA 92262
PRICE	\$6,400,000
GUEST ROOMS	16
PRICE / ROOM	\$400,000
CAP RATE	8.11%
NUMBER OF STORIES	2
GROSS SQUARE FOOTAGE	9,110 SF
ZONING	R3
PARKING	12 Spaces with overnight off-street parking included; on-site EV charger
LAND SIZE	0.38 total acres
YEAR BUILT / RENOVATED	1950 / 2021
ASSESSOR'S PARCEL NUMBER	507-030-007

LISTING CONTACT



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EXECUTIVE SUMMARY

DESCANSO

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Descanso Resort is a 16-room luxury boutique property that competes within the high-end specialty lodging segment of the Palm Springs hospitality landscape.

The resort offers a thoughtfully curated mix of spacious accommodations designed to deliver a refined yet relaxed guest experience, with a consistent emphasis on privacy, comfort, and indoor-outdoor living.

The property was meticulously designed and repositioned to deliver a high-end, hospitality forward experience, blending modern finishes with the intimate scale and exclusivity that define Palm Springs' premier boutique resorts.

Since reopening, Descanso has cultivated a loyal and growing guest base, driven by strong brand identity, exceptional guest reviews, and repeat visitation.

This offering represents a rare, turnkey opportunity to acquire both the fee-simple real estate and the fully operational business of a stabilized, income-producing boutique resort. With proven in-place cash flow, an established market presence, and a fully integrated operational platform, a new owner is well-positioned to capitalize on existing performance while unlocking additional revenue opportunities through rate growth, branding, and experiential enhancements.



Located in one of the most supply-constrained and high-barrier-to-entry hospitality markets in Southern California, Descanso benefits from Palm Springs' global reputation as a premier leisure destination, particularly within the LGBTQ+ travel community. The convergence of limited new supply, strong tourism fundamentals, and increasing demand for curated, lifestyle-driven accommodations positions the asset for continued growth and long-term appreciation.

The Descanso Resort offers a compelling opportunity to acquire a best-in-class boutique hospitality asset with durable demand drivers, institutional-quality characteristics, and meaningful upside in one of the most dynamic resort markets in the United States.





OVERVIEW

Descanso Resort is a 16-room luxury boutique gay men's resort that competes within the high-end specialty lodging segment of the Palm Springs market. A highlight of the property below:

Premier Palm Springs Location

Descanso is ideally positioned in Palm Springs, the undisputed gay travel capital of the American Southwest, just minutes from the city's most celebrated restaurants, nightclubs, shopping destinations, and cultural attractions. The property benefits from strong year-round demand driven by Palm Springs' loyal LGBTQ+ visitor base, as well as major annual events including Palm Springs Pride, the White Party, Modernism Week, the BNP Paribas Open, and the Coachella and Stagecoach festivals.

Award-Winning, Top-Ranked Property

Since opening in January 2022, Descanso has received TripAdvisor's highest honor — the Travelers' Choice "Best of the Best" award for 2023 — placing it among fewer than 1% of 8 million listings worldwide. The resort ranked 12th in the top 25 small inns and hotels category in the United States, a remarkable achievement for a property only one year into operation and a powerful testament to the strength of the guest experience and the hospitality team behind it.



Completely Renovated Turnkey Asset

Prior to its January 2022 opening, the property underwent an extensive, top-to-bottom renovation including a full landscape rejuvenation, comprehensive common area upgrades, and a complete renovation of all 16 guest rooms. A new owner acquires a fully modernized, beautifully appointed asset without the disruption, cost, or risk of a major renovation project.



Exceptional and Differentiated Guest Experience

Descanso's comprehensive amenity offering — including complimentary continental breakfast, stay-and-splash poolside lunch, a 24-hour refreshment canteen, weekend Wine O'Clock Happy Hour, complimentary snack bag upon arrival, on-site EV charging, multi-speed bicycles, and blazing fast Wi-Fi — consistently earns among the highest guest satisfaction scores in its competitive set and has been a primary driver of the resort's exceptional online reputation and repeat visitation.



Strong and Growing LGBTQ+ Travel Demand

Palm Springs is widely recognized as one of the premier LGBTQ+ travel destinations in the United States, with a deeply established culture of welcoming and celebrating gay travelers. Demand for high-quality, gay-specific resort experiences in Palm Springs continues to grow with supply remaining limited, creating a favorable competitive environment for top-performing properties like Descanso.



Ideally Positioned for Owner-Operator

Descanso is ideally suited for an entrepreneurial owner-operator seeking to acquire a fully operational, high-performing boutique resort with an established identity and loyal customer base in one of California's most desirable resort markets.

Supply-Constrained, High-Barrier-to-Entry Market

Palm Springs' strict zoning regulations, limited land availability, and sustained tenant demand have historically constrained new hospitality supply, supporting above-market occupancy rates and ADR for well-positioned existing properties. Descanso's established brand, loyal customer base, and award-winning reputation create a durable competitive moat in this environment.



VALUE ENHANCEMENT OPPORTUNITIES



Drive ADR Growth

82.4% Average Occupancy and \$285.33

ADR — Opportunity exists to further drive both occupancy and average daily rate through enhanced digital marketing, strategic OTA management, and targeted outreach to the LGBTQ+ travel community domestically and internationally.



Expand Programming and Events

The property's private, fenced grounds and communal amenities including the heated saltwater pool, spa, fire pit, and outdoor patio areas create natural opportunities to expand group bookings, private events, and themed weekend programming that can meaningfully grow ancillary revenue.



City Occupancy Tax Rebate Program

Descanso participates in a City occupancy tax rebate program, generating approximately \$70K annually in returned tax revenue. With five years remaining and fully transferable to a new owner, this provides immediate, reliable income from day one.

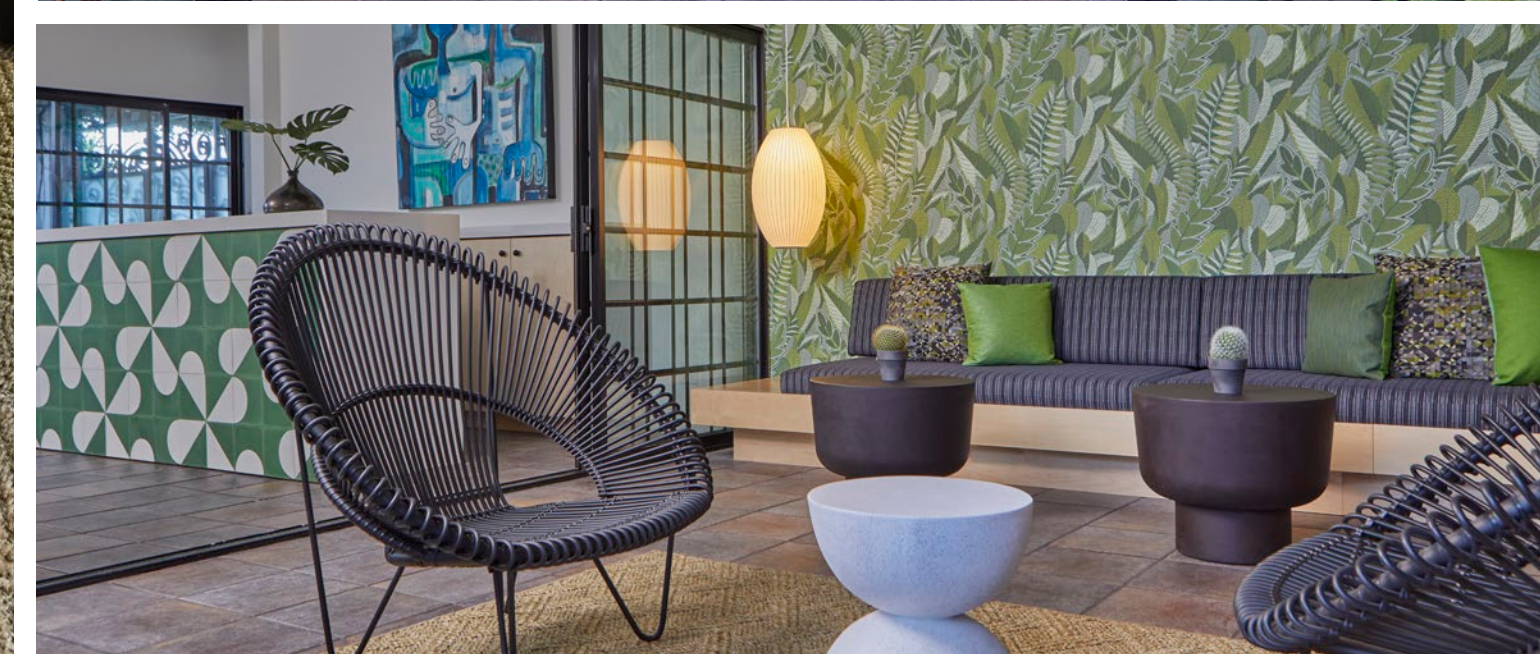


Media and Press Profile

Descanso has received significant media coverage since opening. A new owner can build on this established press profile to further elevate brand awareness and drive direct bookings.



PROPERTY OVERVIEW





Descanso Resort is a 16-room luxury boutique gay men's resort situated on 16,553 SQFT of land in Palm Springs, California. The property was completely renovated and reimagined from top to bottom prior to its January 2022 opening, with every detail thoughtfully considered to create an environment of casual extravagance inspired by the legendary Hollywood Moderne style of Palm Springs' golden era.



The resort's distinctive aesthetic conjures the 1950s movie-star roots of Palm Springs — a seamless blend of Hollywood Moderne and California garden patio that transports guests to a time of effortless glamour and desert hospitality. Upon arrival, guests are welcomed into an open-air environment defined by lush, meticulously maintained grounds featuring native plants and palms, with nearly every vantage point offering stunning, close-up views of the iconic San Jacinto Mountains.



At the heart of the resort is a sparkling heated saltwater swimming pool and outdoor spa, surrounded by luxurious poolside sun beds, a mist cooling system, a poolside garden shower, and a communal fire pit — creating a vibrant yet intimate outdoor living experience that serves as the social and experiential centerpiece of the property. The fully fenced grounds provide guests with the ultimate sense of privacy and relaxation, a signature feature of the Descanso experience.

GUEST ROOMS

Descanso's 16 beautifully appointed guest rooms are thoughtfully designed with custom furniture, dreamy king-size beds, deluxe linens, and bespoke materials and finishes that reflect the property's signature blend of Hollywood Moderne luxury and desert warmth. The room mix offers a variety of configurations to accommodate a range of guests, from solo travelers to small groups, with upper-level balcony rooms offering sweeping mountain views and ground-level poolside rooms providing seamless indoor-outdoor access to the resort's spectacular courtyard.



ROOM MIX

BALCONY DELUXE SUITE (515 SF) — 1 room

Upper-level one-bedroom suite featuring one king bed and daybed. Spacious bathroom with freestanding soaking tub. Panoramic mountain views. Maximum three guests.

BALCONY SUITE (450 SF) — 4 rooms

Upper-level room featuring one king bed and daybed. Mountain views. Maximum three guests.

BALCONY ROOM (400 SF) — 3 rooms

Upper-level room featuring one king bed. Mountain views. Maximum two guests.

POOLSIDE SUITE (450 SF) — 4 rooms

Ground-level suite featuring one king bed and daybed. Direct pool and garden access. Maximum three guests.

POOLSIDE ROOM (400 SF) — 4 rooms

Ground-level room featuring one king bed. Direct pool and garden access. Maximum two guests.

Guest Room Features & Amenities

- Central air conditioning
- King-size beds with deluxe linens
- Flat-screen TV
- Gilchrist & Soames luxury bath products
- Refrigerator, iron, and in-room electronic safe
- Hairdryer
- High-speed Wi-Fi throughout



RESORT AMENITIES



PROPERTY & GROUNDS

- Fully fenced property providing ultimate privacy and relaxation
- Meticulous grounds featuring native plants and palms
- Heated saltwater swimming pool and outdoor spa
- Outdoor mist cooling system
- Luxurious poolside sun beds
- Poolside garden shower
- Communal fire pit
- Stunning, close-up views of the San Jacinto Mountains from most area of the property
- On-site electric vehicle chargers
- Overnight off-street parking

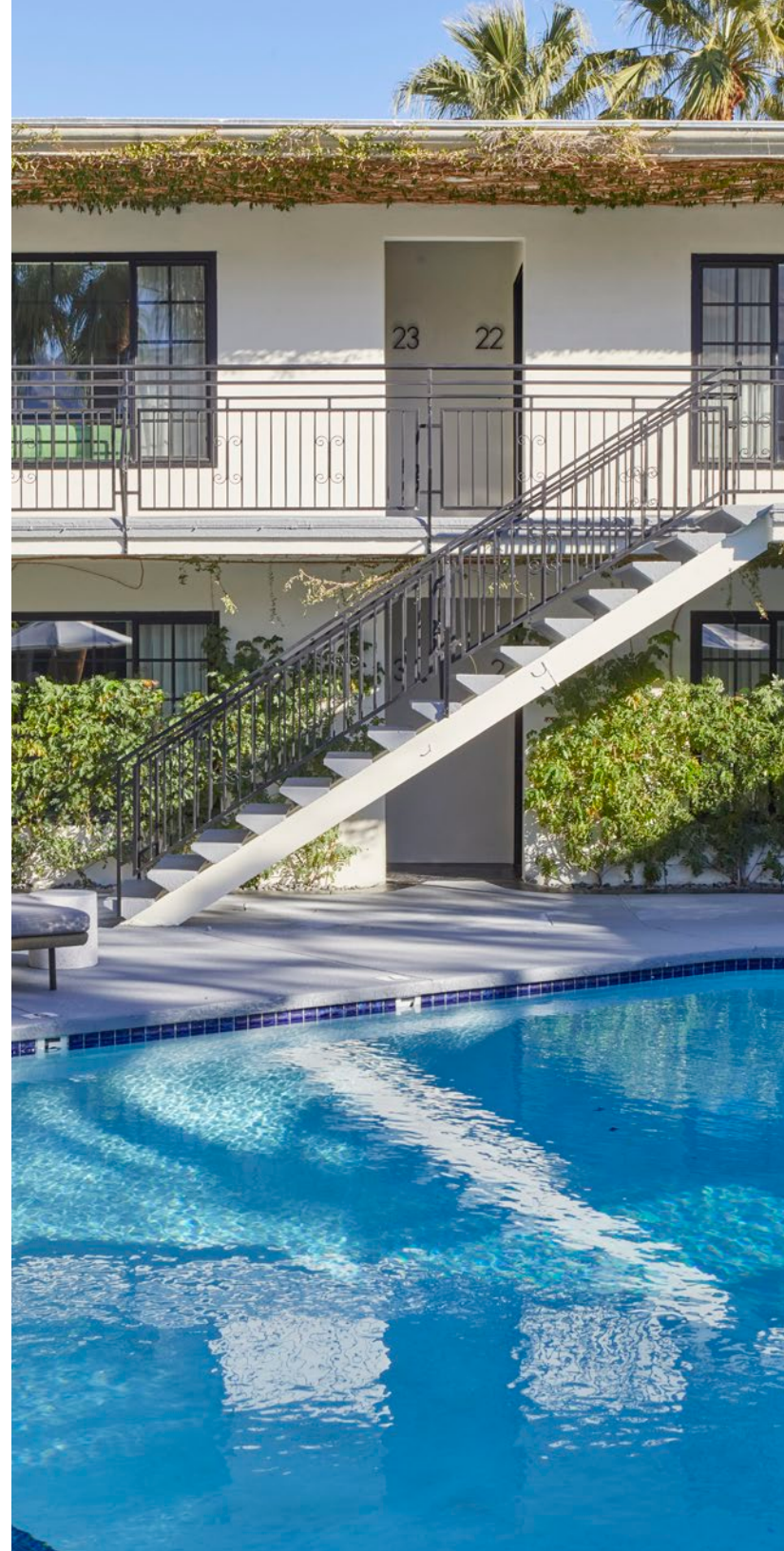
FOOD & BEVERAGE

- Complimentary continental breakfast daily
- Complimentary "Stay & Splash" poolside lunch daily
- Cantina with complimentary snacks and beverages available 24 hours
- Complimentary snack bag upon arrival
- Weekend "Wine O'Clock" Happy Hour

ADDITIONAL AMENITIES

- Multi-speed city bicycles for exploring surrounding midcentury neighborhoods and public art
- Blazing fast Wi-Fi and high-speed internet throughout the property
- Attentive and personable staff

- The property is equipped with a rooftop solar system consisting of 101 panels.
- The solar installation has a total capacity of 46.46 kW.





AREA/MARKET OVERVIEW

PALM SPRINGS OVERVIEW

Located on the western edge of the Coachella Valley at the base of the San Jacinto Mountains, Palm Springs is world-renowned for over 300 days of sunshine and an iconic desert setting. Palm Springs continues a rich history as a fashionable resort destination and is particularly celebrated as one of the world's premier LGBTQ+ travel destinations, with a deeply established culture of welcoming and celebrating gay travelers that stretches back decades.

Palm Springs is a unique desert destination with outstanding outdoor recreation, a growing and eclectic culinary scene, award-winning boutique hotels and luxury resorts, extensive retail and outlet stores, multiple casinos, and a thriving arts and culture scene. The city draws visitors year-round from across North America, Europe, and beyond, supported by Palm Springs International Airport, which surpassed a record 3.2 million passengers in 2024 and is projected to grow to approximately 6 million passengers by 2042.



Desirable and Proximate Vacation Destination

Just two hours' drive for Southern California's 22-million-person population base, Palm Springs is close enough to be a convenient getaway yet far enough to provide a true sense of escape and destination.

Excellent Airlift

Palm Springs International Airport is currently served by 13 airlines connecting hundreds of cities worldwide, with direct flights to and from major US and Canadian cities including Los Angeles, San Francisco, New York JFK, Chicago, Seattle, Dallas, Denver, Toronto, Vancouver, and many others.

Record-Breaking Tourism

The Greater Palm Springs region welcomed over 14 million visitors in 2019 who spent close to \$6.0 billion. Since reopening from the pandemic, visitation has increased to record-breaking levels with continued growth prospects.

Growing Downtown

Downtown Palm Springs has benefited from major public and private investment including the Agua Caliente Cultural Plaza, the Palm Springs Surf Club, the \$250 million Acrisure Arena, and the ongoing Downtown Revitalization Project, further cementing Palm Springs' position as a world-class destination.

Major Destination Events

Coachella Valley Music and Arts Festival, Stagecoach Country Music Festival, Modernism Week, BNP Paribas Open, Palm Springs International Film Festival, Palm Springs Pride, and the White Party draw enormous crowds and create market-wide sellouts that support premium room rates and strong occupancy throughout the event calendar.

LGBTQ+ Capital of the Desert

Palm Springs has long held a singular place in LGBTQ+ culture, hosting a thriving permanent LGBTQ+ community, a robust calendar of gay-specific events, and a deeply ingrained culture of inclusivity that continues to draw sophisticated gay travelers in growing numbers. Demand for high-quality, gay-specific resort experiences continues to outpace available supply, creating a sustained competitive advantage for well-positioned properties like Descanso.







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