



The bulk of the units in Airport Garages LLC's Utah project will be designed for automobile storage.

Colorado firm to build condo garage project near Salt Lake airport

By Barbara Rattle
The Enterprise

Airport Garages LLC, a Steamboat Springs, Colo.-based developer of condominium vehicle storage units, has purchased 23.2 acres near the Salt Lake City International Airport for an approximately 246-unit project aimed at owners of recreational vehicles and those with second homes in Utah.

Ground should be broken in about a month at approximately 5100 W. and 150 S., said director of marketing Jaelyn Karolewski, and the development's first phase could be complete as early as mid-January.

One hundred fifty two of the for-sale units will measure 12 x 24 feet and will sell for \$39,000, she said. Five sizes will be available. *see GARAGES page 4*

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able, the largest being 20 x 52 feet and selling for \$115,500. Nine of these "premium RV or boat storage" units will be constructed, Karolewski said.

"We're targeting several markets," she said of the firm's first project in Utah. "The first market is with these 12 x 24 garages. They're for second homeowners that live in Park City, Deer Valley, surrounding areas, and also frequent travelers who will use them to park their car while they're traveling or in their off-time when they're not using their home. That way they're climate controlled so in the winter your car stays warm. And we'll have a shuttle service that will pick you up from the airport, bring you to your car. We'll also have a clubhouse with Wifi and showers, an on-site manager who will be there to perform, at an extra charge, any sort of car maintenance that somebody would want done, like a windshield change, tire change."

The second market, she said, is RV owners.

"Statistically, RV owners park their RVs an average of 500 miles away from their house because they don't want to do that drive," she said. "Salt Lake, being a hub in the West and an airport with lots of airlines flying in and out, is what really caught our eye."

In addition to the sales price, buyers in the project will also be required to pay owners association fees.

"They're pretty minimal for what you're getting," Karolewski said. "Around the \$40 [per month] mark for the single-car

garages, then up a couple of cents per square foot as the units get larger. That covers all the maintenance, the snow-plowing, the insurance — typical owners association things."

Airport Garages LLC, an approximately two-year-old company, is already pre-selling the Salt Lake City units.

"We're taking reservations for \$500. That's refundable," she said. "As soon as we get a certain amount of reservations we'll go forward with our planned first phase. If we get more than that we can build two phases. Once we get that phasing and we decide to activate our construction loan, then we will ask people to go hard on their contracts. That would be \$5,000 earnest money and a signed contract, and at that point you would know what unit will be yours and we'll be able to build to suit a little bit."

The firm just recently started a marketing campaign, utilizing local magazines and newspapers in addition to direct mail.

"The direct mail pieces are really the heart of our marketing operation because we target a certain income, depending on the area, homes sold or built, permits out," she said. "We get mailing lists like that because it's a new concept. It lets people really absorb what it is."

Airport Garages LLC is presently adding a second phase to its first project, dubbed Eagle County Airport Garages, in Vail, Colo. A second project is under way in Hayden, Colo., at the Yampa Valley Regional Airport. Its first phase is already sold out, Karolewski said. It is slated for completion in October. The firm is also in the process of constructing a project in Charleston, S.C.; pre-selling is under way.