



Realty & Capital Advisors



## RV Campground

#07430603 | 03/22/22

Round Rock  
Austin,  
Texas



3.5 STARS



50-100 SITES



\$10 M



Good Sam Club

10/9/9



*I want to thank you and your team at Yale advisors for your professionalism and due diligence... you managed to organize and answer all questions for the buyer, creating a smooth transition... I would not hesitate to use your firm again.*

Steven K. - Owner





# Thank you for your consideration



**DANA SMITH**  
Regional Director - Southwest

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# Property Highlights

- High quality RV park in the extremely high demand and ever-growing market of Austin, TX
- Newly updated with upgrades made throughout the community on the roads, amenities, etc.
- Yielding roughly \$13,500 per space
- Highly amenitized with a saltwater pool, playground, dog park, pavilion and clubhouse
- Just 25 minutes to downtown Austin, TX





# Property Discussion

## RV Park

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This 70+/- space RV park is located in one of the most desirable markets in Texas just outside of downtown Austin, one of the fastest growing cities in the nation. On average the campground is yielding an annual income of over \$13,500 per space – which is an astonishing number. In addition to the spacious RV sites, there are also 9 high end cabins that are in high demand and rented out regularly. There is also a primitive tent camping space available for rent. The Park has Cable TV and WiFi throughout, and all RV spaces are equipped with 30/50 amp full hook ups. The accommodations include spacious big-rig friendly pull-thru sites, cabins with bathrooms, and Kamping Kabins.

The tenant base consists primarily of transient residents, with about 20-30% long term residents, keeping the park about 85-90% occupied year-round. Currently, the operations have consistently shown a 10% growth year over year, and the community had no issues through COVID. The community is currently under market on their rents, providing upside in the opportunity to increase rents consistently, as well as for the coming years as Austin continues to grow exponentially. This community is the only RV park in the area that offers nightly/weekend stays, yielding a much higher demand for their sites. They have also consistently had repeat customers, as they are incredibly strict on keeping the park clean and up to date.



# Property Overview



**Good Sam Club**

**10/9/9**

## PURCHASE OVERVIEW



**Purchase Price**

**\$10,000,000**

Down Payment \$3,500,000

Loan Amount \$6,500,000

## PROPERTY DETAILS

Property Type RV Campground

Number of Units 50 - 100

Purchase Price Per Unit \$100,000 - \$200,000

Income Per Unit \$9,950 - \$19,850

Expenses Per Unit (\$3,800 - \$7,600)

Acreage 5.1 AC.

## UTILITY INFORMATION

Utility Service	Provider	Meter	Paid By
Water	Municipal	None	Campground
Sewer	Septic	None	Campground
Trash	Dumpster	None	Campground

## PROPERTY AMENITIES



Swimming Pool



On Site Management



Horseshoe Pit



Playground



Off-Street Parking



Hot Tub



Basketball



Paved Roads



Laundry Facility



Camp Store



Free Wifi



Pavillion



# Transaction Overview

## UNDERWRITING ASSUMPTIONS

RV Rental Growth Rate Year 1: 8.5%; Years 2-5: 5% Per Year

Lease Up None

Other Income Growth Rate 5% Per Year

Expense Growth Rate 3% Per Year

## LOAN OVERVIEW

Down Payment \$3,500,000

**Loan Amount \$6,500,000**

Loan to Value 65%

Interest Rate 4.00%

Amortization 25 Years

Interest Only Period N/A

Loan Term 5 Years

Interest Only Payment N/A

Amortization Payment \$31,032

Financing Type CMBS

## FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
<b>Effective Gross Income</b>	<b>993,594</b>	<b>1,095,438</b>	<b>1,207,717</b>
Less: Operating Expenses	(379,009)	(453,548)	(529,762)
Operating Expenses Ratio	38.1%	41.4%	43.9%
<b>Net Operating Income</b>	<b>614,585</b>	<b>641,890</b>	<b>677,955</b>
Less: Annual Debt Service	(372,384)	(372,384)	(372,384)
Debt Coverage Ratio	1.65	1.72	1.82
<b>Net Cash Flow</b>	<b>242,201</b>	<b>269,506</b>	<b>305,571</b>
Cap Rate on Cost	6.15%	6.42%	6.78%
Exit Cap Rate Assumption	6.00%	6.00%	6.00%
Economic Occupancy %	100.0%	100.0%	100.0%
Gross Rent Multiplier	11.8	11.1	10.6
<b>Cash on Cash Return</b>	<b>6.9%</b>	<b>7.7%</b>	<b>8.7%</b>
<b>Internal Rate of Return (IRR)</b>	<b>8.4%</b>	<b>13.4%</b>	<b>14.4%</b>





# Property Photos

STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



CABINS



SWIMMING POOL & HOT TUB







# BOLD MOVES. PROVEN RESULTS.



# 5 Year Pro Forma

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>INCOME</b>					
Potential Rental Income	846,317	918,251	964,166	1,012,372	1,062,989
Rent Increase Income	71,934	45,914	48,206	50,617	53,148
Other Income	75,343	79,110	83,066	87,219	91,580
<b>Effective Gross Income</b>	<b>993,594</b>	<b>1,043,276</b>	<b>1,095,438</b>	<b>1,150,208</b>	<b>1,207,717</b>
<b>EXPENSES</b>					
Advertising	19,179	19,754	20,347	20,957	21,586
Ancillary Operational Expenses	6,787	6,991	7,200	7,416	7,639
Cable, Phone, Internet	19,544	20,130	20,734	21,356	21,997
Electric	40,621	41,840	43,095	44,388	45,719
General & Administrative	75,182	77,437	79,760	82,153	84,618
General & Administrative - CC Fees	17,533	18,059	18,601	19,159	19,734
Insurance	7,100	7,313	7,532	7,758	7,991
Licenses & Permits	2,000	2,060	2,122	2,185	2,251
Meals, Travel, & Entertainment	1,500	1,545	1,591	1,639	1,688
Off-Site Management Fees	39,744	41,731	43,818	46,008	48,309
Payroll Expense	66,103	68,086	70,128	72,232	74,399
Professional Fees	3,000	3,090	3,183	3,278	3,377
Real Estate Taxes	17,719	18,251	18,798	19,362	19,943
Real Estate Taxes Reassessment		24,902	49,803	74,705	99,607
Repairs & Maintenance	29,659	30,549	31,465	32,409	33,381
Replacement Reserves	3,550	3,657	3,766	3,879	3,996
Supplies	15,388	15,850	16,325	16,815	17,319
Taxes - Other	100	103	106	110	113
Trash	2,068	2,130	2,194	2,260	2,328
Water & Sewer	12,233	12,600	12,978	13,367	13,768
<b>Total Expenses</b>	<b>379,009</b>	<b>416,076</b>	<b>453,548</b>	<b>491,438</b>	<b>529,762</b>
<b>Net Operating Income</b>	<b>614,585</b>	<b>627,199</b>	<b>641,890</b>	<b>658,770</b>	<b>677,955</b>
<b>Less: Annual Debt Service</b>	<b>(372,384)</b>	<b>(372,384)</b>	<b>(372,384)</b>	<b>(372,384)</b>	<b>(372,384)</b>
<b>Net Cash Flow</b>	<b>242,201</b>	<b>254,816</b>	<b>269,506</b>	<b>286,386</b>	<b>305,571</b>



# Cash Flow Analysis

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>RENTAL ACTIVITY ANALYSIS</b>					
Effective Rental Income	918,251	964,166	1,012,372	1,062,989	1,116,137
Other Income	75,343	79,110	83,066	87,219	91,580
<b>Effective Gross Income</b>	<b>993,594</b>	<b>1,043,276</b>	<b>1,095,438</b>	<b>1,150,208</b>	<b>1,207,717</b>
Less: Operating Expenses	(379,009)	(416,076)	(453,548)	(491,438)	(529,762)
<b>OPERATING EXPENSES RATIO</b>	<b>38.1%</b>	<b>39.9%</b>	<b>41.4%</b>	<b>42.7%</b>	<b>43.9%</b>
<b>Net Operating Income</b>	<b>614,585</b>	<b>627,199</b>	<b>641,890</b>	<b>658,770</b>	<b>677,955</b>
Less: Annual Debt Service	(372,384)	(372,384)	(372,384)	(372,384)	(372,384)
<b>Net Cash Flow</b>	<b>242,201</b>	<b>254,816</b>	<b>269,506</b>	<b>286,386</b>	<b>305,571</b>
<b>PROPERTY RESALE ANALYSIS</b>					
Projected Sales Price	10,243,083	10,453,325	10,698,161	10,979,499	11,299,247
Less: Selling Expenses	(307,292)	(313,600)	(320,945)	(329,385)	(338,977)
Less: Loan Balance	(6,385,533)	(6,266,402)	(6,142,417)	(6,013,381)	(5,879,088)
<b>Net Sale Proceeds</b>	<b>3,550,258</b>	<b>3,873,323</b>	<b>4,234,799</b>	<b>4,636,733</b>	<b>5,081,182</b>
<b>CASH SUMMARY</b>					
Net Cash Flow	242,201	254,816	269,506	286,386	305,571
Previous Years Net Cash Flow		242,201	497,017	766,522	1,052,908
Net Sale Proceeds	3,550,258	3,873,323	4,234,799	4,636,733	5,081,182
Down Payment	(3,500,000)	(3,500,000)	(3,500,000)	(3,500,000)	(3,500,000)
<b>Total Cash Generated</b>	<b>292,459</b>	<b>870,340</b>	<b>1,501,322</b>	<b>2,189,641</b>	<b>2,939,661</b>
<b>FINANCIAL MEASUREMENTS</b>					
Cap Rate on Costs	6.15%	6.3%	6.4%	6.6%	6.8%
Exit Cap Rate Assumption	6.0%	6.0%	6.0%	6.0%	6.0%
Debt Coverage Ratio	1.65	1.68	1.72	1.77	1.82
Loan to Value Ratio	62%	60%	57%	55%	52%
Gross Rent Multiplier	11.8	11.4	11.1	10.8	10.6
<b>Cash on Cash Return</b>	<b>6.9%</b>	<b>7.3%</b>	<b>7.7%</b>	<b>8.2%</b>	<b>8.7%</b>
<b>Internal Rate of Return (IRR)</b>	<b>8.4%</b>	<b>12.1%</b>	<b>13.4%</b>	<b>14.0%</b>	<b>14.4%</b>







Realty & Capital Advisors

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## Regarding Property: Offering #07430803

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1. (a) That any confidential or proprietary information (the "Confidential Information") of the potential selling party (the "Seller") provided is sensitive and confidential, and that its disclosure to others may be damaging to the Seller. I agree that upon the earlier of: (i) two (2) years from the date of this Agreement and (ii) the request of Broker, Yale or Seller, any Confidential Information furnished to me shall be either returned or destroyed, and I shall certify to such destruction.

(b) Not to disclose, for a period of two (2) years from the date I sign this Agreement, any Confidential Information regarding the Potential Transaction to any other person who has not also signed this Agreement or a joinder thereto, except to the extent necessary to secure the advice and recommendations of my employees, officers, directors, members, managers, advisors, attorneys, accounts or financing sources (collectively, the "Representatives") regarding the Potential Transaction. "Confidential Information," as used in this Agreement, shall include the fact that the Potential Transaction is for sale or open to offers, and any other data provided. My Representatives shall abide by the terms of this Agreement, and I agree to be liable for any breach of the provisions of this Agreement by any of my Representatives.

(c) Not to contact the Seller or its Representatives, suppliers or customers except through the Broker. I shall present all correspondence, inquiries, offers to purchase and negotiations relating to the Potential Transaction directly to the Broker, and all such negotiations shall be conducted exclusively through the Broker. At such a time as a LOI or PSA is reached regarding the Potential Transaction, I agree to copy the Broker on all communication and negotiations related to the Potential Transaction.

2. That all information regarding the Potential Transaction is provided by the Seller or other sources and is not verified by the Broker or Yale. The Broker and Yale have done their best to ensure the accuracy of said information, but the Broker and Yale make no, representation or warranty, express or implied, as to the accuracy of such information. I agree that the Broker and Yale are not responsible for the accuracy of any other information I receive, and I agree to indemnify and hold the Broker, Yale, and each of their Representatives harmless from any claims or damages which may occur by reason of the inaccuracy or incompleteness of any information provided to me with respect to any Potential Transaction.

I acknowledge that I have received an exact copy of this Agreement and that I have read this Agreement carefully and fully understand it.

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Signature

---

Date

---

Printed Name

---

Email

---

Company

---

Phone

Sign, date, and send back to Broker: DANA SMITH | FAX 941-827-7977 | Dana@yaleadvisors.com | TEL. 303-323-5649

[Click Here to Sign Electronic NDA](#)

