



Southern
Utah

UTAH RV RESORT

4 STARS

75-100 SITES

#06440468 | 12/01/23

~~\$10,500,000~~



\$9,300,000

REDUCED TARGET PRICE

Property Discussion



Utah RV Resort

This RV resort is a beautiful 75-100 space RV destination located in Southern Utah in one of the fastest growing areas of the country.* With convenient access and excellent visibility from the freeway the resort is one of the most well located in the area. The resort draws guests from all over the region traveling to Zion National Park, Sand Hollow State Park, a major boating and off roading destination or one of dozens of other recreational areas.

The large pull through spaces and 30/50 amp service at each site make staying at the resort easy and convenient for RV's 60'-90' long. A beautiful new club house and swimming pool make the park ideal for both longer term guests enjoying a get away from the cold winter months or more transient guests visiting one of scores of tournaments, competitions, festivals or other activities held in Southern Utah each year.

*([Link](#))



Property Highlights

- Located in one of the fastest growing metros in the United States ([Link](#))
- Zion National Park and six state parks within 60 miles
- Modern, new clubhouse with a large gathering area
- Municipal water and sewer connections
- Sites feature 30/50 amp connections and are 60-90 feet long, allowing for large RV's



Property Overview

PURCHASE OVERVIEW



TARGET PRICE

\$9,300,000

Down Payment \$4,350,000

Loan Amount \$4,950,000

PROPERTY DETAILS

Property Type RV Resort

Number of Sites 75 - 100 Sites

Purchase Price Per Site \$93,000 - \$124,000

Income Per Site \$10,950 - \$14,600

Expenses Per Site (\$4,700 - \$6,250)

Acreage 10 Acres

Flood Zone Zone X

UTILITY INFORMATION

Utility Service	Provider	Meter	Paid By
Water	Municipal	None	Community
Sewer	Municipal	None	Community
Trash	Curbside 3rd Party	None	Community
Electric	Regional Provider 30/50 amp	None	Community
Cable & WiFi	3rd Party	None	Community

PROPERTY AMENITIES



Swimming Pool



Pavilion



Fire Pits



Laundry Facility



Playground



Picnic Tables



Bath & Shower Facility



Pickleball Court



Dog Park



Clubhouse



Basketball Court



Cornhole



On-Site Manager



Golf Putting Greens



Free WiFi



Transaction Overview

UNDERWRITING ASSUMPTIONS

RV Rental Revenue Growth	7% Annually Starting Y1+
AirBnB Revenue Growth	3% Annually Starting Y2+
Other Income Growth Rate	5% Per Year
Expense Growth Rate	3% Per Year

LOAN OVERVIEW

Total Equity Contribution	\$4,350,000
Loan Amount	\$4,950,000
Loan to Value	53%
Interest Rate	7.50%
Amortization	30 Years
Interest Only Period	2 Years
Loan Term	10 Years
Interest Only Payment	\$30,938
Amortization Payment	\$34,611
Financing Type	Local Bank

FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
Effective Gross Income	1,093,687	1,236,313	1,399,553
Less: Operating Expenses	(467,563)	(516,970)	(554,391)
Operating Expense Ratio	42.8%	41.8%	39.6%
Net Operating Income	626,124	719,344	845,163
Less: Annual Debt Service	(371,250)	(415,333)	(415,333)
Debt Coverage Ratio	1.69	1.73	2.03
Net Cash Flow	254,874	304,010	429,829
Cap. Rate on Cost	6.73%	7.73%	9.09%
Exit Cap. Rate Assumption	6.50%	6.50%	6.50%
Economic Occupancy %	100.0%	100.0%	100.0%
Gross Rent Multiplier	10.7	11.2	11.5
Cash on Cash Return	5.9%	7.0%	9.9%
Internal Rate of Return (IRR)	6.9%	16.2%	18.3%



Property Photos

STREET VIEW



STREET VIEW



STREET VIEW



PROPERTY AERIAL



PROPERTY AERIAL



PROPERTY AERIAL



Property Photos

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CLUBHOUSE



STORE



CLUBHOUSE INTERIOR



DOG PARK



BATHHOUSE



PUTTING GREENS & PICKLEBALL/BASKETBALL COURT



5 Year Pro Forma

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Income					
Rental Income	868,377	925,977	988,737	1,056,333	1,128,765
Rent Increase Income	57,600	62,760	67,596	72,432	77,280
Other Income	119,710	125,696	131,980	138,579	145,508
Billboard Income	48,000	48,000	48,000	48,000	48,000
Effective Gross Income	1,093,687	1,162,433	1,236,313	1,315,344	1,399,553
EXPENSES					
Advertising	10,000	10,300	10,609	10,927	11,255
AirBnB Expense	17,520	18,046	18,587	19,145	19,719
Ancillary Operational Expenses	8,000	8,240	8,487	8,742	9,004
Cable, Phone, Internet	5,400	5,562	5,729	5,901	6,078
Electric	120,600	124,218	127,945	131,783	135,736
General & Administrative	10,900	11,227	11,564	11,911	12,268
General & Administrative - CC Fees	30,089	31,981	34,013	36,187	38,504
Insurance	16,200	16,686	17,187	17,702	18,233
Licenses & Permits	200	206	212	219	225
Meals, Travel, & Entertainment	1,500	1,545	1,591	1,639	1,688
Natural Gas	15,700	16,171	16,656	17,156	17,670
Off-Site Management Fees @ 4.0%	43,747	46,497	49,453	52,614	55,982
Payroll Expense	89,846	92,542	95,318	98,177	101,123
Professional Fees	3,000	3,090	3,183	3,278	3,377
Real Estate Taxes	28,036	28,877	29,744	30,636	31,555
Real Estate Taxes Reassessment		15,340	15,800	16,274	16,762
Repairs & Maintenance	15,624	16,092	16,575	17,072	17,585
Replacement Reserves	8,100	8,343	8,593	8,851	9,117
Supplies	13,000	13,390	13,792	14,205	14,632
Trash	7,900	8,137	8,381	8,633	8,892
Water & Sewer	22,200	22,866	23,552	24,259	24,986
Total Expenses	467,563	499,356	516,970	535,310	554,391
Net Operating Income	626,124	663,077	719,344	780,034	845,163
Less: Annual Debt Service	(371,250)	(371,250)	(415,333)	(415,333)	(415,333)
Net Cash Flow	254,874	291,827	304,010	364,701	429,829



Cash Flow Analysis

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Rental Cash Flow Summary					
Effective Rental Income	925,977	988,737	1,056,333	1,128,765	1,206,045
Other Income	167,710	173,696	179,980	186,579	193,508
Effective Gross Income	1,093,687	1,162,433	1,236,313	1,315,344	1,399,553
Less: Operating Expenses	(467,563)	(499,356)	(516,970)	(535,310)	(554,391)
Operating Expense Ratio	42.8%	43.0%	41.8%	40.7%	39.6%
Net Operating Income	626,124	663,077	719,344	780,034	845,163
Less: Annual Debt Service	(371,250)	(371,250)	(415,333)	(415,333)	(415,333)
Net Cash Flow	254,874	291,827	304,010	364,701	429,829
PROPERTY RESALE ANALYSIS					
Projected Sales Price	9,632,681	10,201,185	11,066,826	12,000,524	13,002,502
Less: Selling Expenses	(288,980)	(306,036)	(332,005)	(360,016)	(390,075)
Less: Loan Balance	(4,950,000)	(4,950,000)	(4,904,369)	(4,855,196)	(4,802,205)
Net Sale Proceeds	4,393,701	4,945,150	5,830,452	6,785,312	7,810,222
CASH SUMMARY					
Net Cash Flow	254,874	291,827	304,010	364,701	429,829
Previous Years Net Cash Flow		254,874	546,701	850,712	1,215,412
Net Sale Proceeds	4,393,701	4,945,150	5,830,452	6,785,312	7,810,222
Down Payment	(4,350,000)	(4,350,000)	(4,350,000)	(4,350,000)	(4,350,000)
Total Cash Generated	298,575	1,141,851	2,331,163	3,650,724	5,105,463
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost	6.7%	7.1%	7.7%	8.4%	9.1%
Exit Cap. Rate Assumption	6.5%	6.5%	6.5%	6.5%	6.5%
Debt Coverage Ratio	1.69	1.79	1.73	1.88	2.03
Loan to Value Ratio	51%	49%	44%	40%	37%
Gross Rent Multiplier	10.7	11.0	11.2	11.4	11.5
Cash on Cash Return	5.9%	6.7%	7.0%	8.4%	9.9%
Internal Rate of Return (IRR)	6.9%	12.7%	16.2%	17.6%	18.3%



*I can, without reservations,
recommend Brian as a skilled
advisor...*

Roy L. - Owner





Thank you for your consideration



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\$5.54B+
TOTAL
PRODUCTION

565+
TOTAL
COMMUNITIES

103,300+
TOTAL
SITES



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Regarding Property: Offering #06440468 - RV Resort in Southern Utah

Our policy requires that we obtain this Non-Disclosure Agreement (the "Agreement") before disclosing certain information about certain real estate that may be available for sale or investment. This information must be kept confidential. In consideration of Yale Realty Advisors ("Yale") and Brian McDonald (or any party designated by Brian McDonald) (the "Broker") providing the information on such real estate which may be available for purchase or for sale (the "Potential Transaction"), I understand and agree:

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.

Signature

Date

Printed Name

Email

Company

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Sign, date, and send back to: BRIAN MCDONALD | FAX 941-827-7977 | Brian@yaleadvisors.com | TEL. 720-636-6551

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