



Joplin, MO
MSA

MISSOURI RV CAMPGROUND

3 STARS


50-75 SITES

#11258474 | 08/11/23



\$1,250,000

TARGET PRICE



Ken presented a well conceived plan to reach the market. He sought specific buyers who not only showed great interest but had the capability to understand our product and more importantly close the deal. It happened just the way he predicted and now I'm a satisfied client thinking how fortunate I was to meet Ken.

Robert S. - Owner





Thank you for your consideration



KEN SCHEFLER
Director - Upper Midwest

Ken@yaleadvisors.com
312-858-8906

NON-ENDORSEMENT & DISCLAIMER

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. The information, calculations and data presented in this report are believed to be accurate but are not guaranteed. The information contained in this report shall not be considered as a substitution for legal, accounting or other professional advice. Please seek proper legal and tax advice as appropriate before making investments.



Critical Deadlines

SEPTEMBER 7TH, 2023



Offers Due

LOI's and supplemental information will be due at 5pm on the due date. Supplemental information is required and includes standard due diligence list and/or company/buyer bio.

SEPTEMBER 11TH - 14TH, 2023



Best and Final Offers Period

Seller will take this time to review all LOI's and supplemental information. Selected buyers will be contacted and, if they choose, given an opportunity to make their offer more attractive.



Projected Timelines

**END OF
SEPTEMBER 2023**



Targeted PSA Deadline

The above time period reflects the seller's ideal time period for the PSA to be drafted and executed.

**END OF
OCTOBER 2023**



Completion of Due Diligence

Seller has indicated the preferred time period for due diligence to be **30-45** days from the execution of the PSA.

**END OF
NOVEMBER 2023**



Closing Period

Seller has indicated the preferred time period for financing and closing to be **30** days from the due diligence deadline.



Property Discussion



Missouri RV Campground

Yale Realty and Capital Advisors is pleased to present the exclusive opportunity to acquire a 50+ site RV campground in the Joplin, MO MSA. Family owned for decades years, this property has not been on the market for many years, making this a very unique and highly attractive acquisition for any investor.

The campground has a strong infrastructure with plenty of available upside. The sites are 95% are pull throughs with 30/50 amps with full water & sewer hook ups. The current rate sheet is about \$150-\$200 below market rent for monthlies and \$50-\$75 for weeklies. About 25% of the sites are occupied with long term tenants that have been there over a year, allowing for a steady cash flow. There are also two vacant houses and a one bedroom apartment on site that are immediately available for rent for added income. Amenities include a dog park, fire pits, laundry room, shower house, general store, and a clubhouse.

The property is ideally located in the Joplin, MO MSA which draws many tourists and families to the area for the famed Ozark region, and also has easy access to Tulsa, OK, Springfield & Branson, MO, and Bentonville, AR.

Given the rare opportunity to acquire an RV campground with strong infrastructure, quality amenities, and upside in rates, this would make a strong addition to any RV investor's portfolio.



Property Highlights

- Strong Infrastructure – 95% of sites are 30/50 amp, full hook up, pull through sites. Premium sites include large patios, individual grills and fire pits within sites. Other amenities include a dog park, laundry room, shower house, general store, and a clubhouse.
- Value Add Opportunity – Site rents below market by \$150-200 for monthly stays and \$50-\$75 for weekly stays.
- Centrally Located – Property is located in the Joplin MSA and in the Ozarks, an area with very strong historic demand for RV camping. Easy access to Tulsa, OK, Springfield & Branson, MO, and Bentonville, AR.
- Strong Day 1 Cashflow – Two large homes and a one bedroom apartment, occupied by the owner, can be immediately rented out for a significant boost to NOI.
- Ideal Unit Mix – About a fourth of the campground is occupied by long term tenants staying over a year, allowing for a reliable cashflow.



Property Overview

PURCHASE OVERVIEW



TARGET PRICE

\$1,250,000

Down Payment \$675,000

Loan Amount \$575,000

PROPERTY DETAILS

Property Type RV Park

Number of Sites 50 - 75 Sites

Purchase Price Per Site \$16,650 - \$25,000

Income Per Site \$4,500 - \$6,750

Expenses Per Site (\$3,200 - \$4,800)

Flood Zone Zone X

Acreage 15 - 20 Acres

UTILITY INFORMATION

Utility Service	Provider	Meter	Paid By
Water	Well	None	Community
Sewer	Septic	None	Community
Trash	Dumpster	None	Community

PROPERTY AMENITIES



Camp Store



Bathhouses



Dog Park



Fire Pit & BBQ Area



Game Area



LP Gas



Laundry Facilities



Playground



Meeting Rooms



Library



Paved Roads



Transaction Overview

UNDERWRITING ASSUMPTIONS

RV Revenue Growth	15% in Y1, 5% Annually Y2+
Stick Built Rent Growth	5% Annually Starting in Y2
Lease Up	3 Homes/Apt in Y1
Other Income Growth Rate	5% Per Year
Expense Growth Rate	3% Per Year

LOAN OVERVIEW

Total Equity Contribution	\$675,000
Loan Amount	\$575,000
Loan to Value	46%
Interest Rate	7.50%
Amortization	30 Years
Interest Only Period	None
Loan Term	10 Years
Interest Only Payment	None
Amortization Payment	\$4,020
Financing Type	Bank

FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
Effective Gross Income	336,270	391,855	432,498
Less: Operating Expenses	(240,176)	(266,460)	(284,007)
Operating Expenses Ratio	71.4%	68.0%	65.7%
Net Operating Income	96,094	125,396	148,491
Less: Annual Debt Service	(48,246)	(48,246)	(48,246)
Debt Coverage Ratio	1.99	2.60	3.08
Net Cash Flow	47,848	77,150	100,245
Cap Rate on Cost	7.69%	10.03%	11.88%
Exit Cap Rate Assumption	8.00%	8.00%	8.00%
Economic Occupancy %	93.9%	100.0%	100.0%
Gross Rent Multiplier	4.6	4.9	5.2
Cash on Cash Return	7.1%	11.4%	14.9%
Internal Rate of Return (IRR)	N/A	20.8%	21.7%



Property Photos

STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



Property Photos

STREET VIEW



PARK OFFICE



BATHHOUSES



LAUNDRY FACILITY



CAMP STORE



DOG PARK



5 Year Pro Forma

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Potential Rental Income	269,986	304,870	320,422	336,730	353,830
Rent Increase Income	34,884	13,680	14,364	15,048	15,732
Lease Up	18,600	39,072	41,016	43,068	45,228
Less: Vacancy	(37,200)	(37,200)	(39,072)	(41,016)	(43,068)
Other Income	50,000	52,500	55,125	57,881	60,775
Effective Gross Income	336,270	372,922	391,855	411,712	432,498
EXPENSES					
Advertising	5,000	5,150	5,305	5,464	5,628
Ancillary Operational Expenses	6,579	6,776	6,980	7,189	7,405
Cable, Phone, Internet	20,100	20,703	21,324	21,964	22,623
Electric	50,000	51,500	53,045	54,636	56,275
General & Administrative	5,800	5,974	6,153	6,338	6,528
General & Administrative - CC Fees	13,002	14,419	15,151	15,919	16,723
Insurance	18,000	18,540	19,096	19,669	20,259
Licenses & Permits	300	309	318	328	338
Meals, Travel, & Entertainment	1,000	1,030	1,061	1,093	1,126
Off-Site Management Fees @ 4.0%	13,451	14,917	15,674	16,468	17,300
Payroll Expense	45,000	46,350	47,741	49,173	50,648
Professional Fees	3,000	3,090	3,183	3,278	3,377
Propane	17,000	17,510	18,035	18,576	19,134
Real Estate Taxes	7,294	7,513	7,739	7,971	8,210
Real Estate Taxes Reassessment		8,636	8,895	9,162	9,437
Repairs & Maintenance	20,200	20,806	21,430	22,073	22,735
Replacement Reserves	3,000	3,090	3,183	3,278	3,377
Supplies	2,700	2,781	2,864	2,950	3,039
Taxes - Other	500	515	530	546	563
Trash	5,250	5,408	5,570	5,737	5,909
Water & Sewer	3,000	3,090	3,183	3,278	3,377
Total Expenses	240,176	258,107	266,460	275,091	284,007
Net Operating Income	96,094	114,815	125,396	136,621	148,491
Less: Annual Debt Service	(48,246)	(48,246)	(48,246)	(48,246)	(48,246)
Net Cash Flow	47,848	66,569	77,150	88,375	100,245



Cash Flow Analysis

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
RENTAL ACTIVITY ANALYSIS					
Effective Rental Income	286,270	320,422	336,730	353,830	371,722
Other Income	50,000	52,500	55,125	57,881	60,775
Effective Gross Income	336,270	372,922	391,855	411,712	432,498
Less: Operating Expenses	(240,176)	(258,107)	(266,460)	(275,091)	(284,007)
OPERATING EXPENSES RATIO	71.4%	69.2%	68.0%	66.8%	65.7%
Net Operating Income	96,094	114,815	125,396	136,621	148,491
Less: Annual Debt Service	(48,246)	(48,246)	(48,246)	(48,246)	(48,246)
Net Cash Flow	47,848	66,569	77,150	88,375	100,245
PROPERTY RESALE ANALYSIS					
Projected Sales Price	1,201,173	1,435,189	1,567,445	1,707,760	1,856,133
Less: Selling Expenses	(36,035)	(43,056)	(47,023)	(51,233)	(55,684)
Less: Loan Balance	(569,699)	(563,987)	(557,832)	(551,199)	(544,050)
Net Sale Proceeds	595,438	828,146	962,590	1,105,329	1,256,399
CASH SUMMARY					
Net Cash Flow	47,848	66,569	77,150	88,375	100,245
Previous Years Net Cash Flow		47,848	114,417	191,567	279,942
Net Sale Proceeds	595,438	828,146	962,590	1,105,329	1,256,399
Down Payment	(675,000)	(675,000)	(675,000)	(675,000)	(675,000)
Total Cash Generated	(31,714)	267,563	479,157	710,271	961,586
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost	7.7%	9.2%	10.0%	10.9%	11.9%
Exit Cap. Rate Assumption	8.0%	8.0%	8.0%	8.0%	8.0%
Loan Constant	8.4%	8.4%	8.4%	8.4%	8.4%
Debt Coverage Ratio	1.99	2.38	2.60	2.83	3.08
Loan to Value Ratio	47%	39%	36%	32%	29%
Gross Rent Multiplier	4.6	4.7	4.9	5.1	5.2
Cash on Cash Return	7.1%	9.9%	11.4%	13.1%	14.9%
Internal Rate of Return (IRR)	N/A	18.7%	20.8%	21.5%	21.7%





See What Sets Us Apart

Realty & Capital Advisors



THE ONLY TRUE NATIONWIDE TEAM

An *award-winning, collaborative national team* of *industry experts* that provide tailored service to our clients in their dedicated markets.



TAILORED LENDING OPTIONS

Offering clients the *lowest rates and fees* while providing the *optimal loan terms*. In addition, our borrowers benefit from a *99% application to closing ratio*.



YALE SELLERS NET 10-20% MORE

We have a proven track record of *netting sellers 10-20% more in proceeds* compared to selling direct.



FULL SERVICE SHOP

With access to our exclusive network of *2,500+ pre-qualified buyers and 200+ specialized lenders* and an *Equity Division* that establishes partnerships between operators and capital.

\$5.54B+
TOTAL
PRODUCTION

565+
TOTAL
COMMUNITIES

103,300+
TOTAL
SITES



ALSO AWARDED IN 2019 & 2018

Meet the Award-Winning Team

The First True Nationwide MH & RV Advisory



YALE CAPITAL

YALE DEVELOPMENT

**PRESIDENT
OF LENDING**

CHRIS SAN JOSE
305-760-9060

**VICE PRESIDENT
OF LENDING**

GREG RAMSEY
904-864-3978

**DIRECTOR OF
EQUITY CAPITAL
MARKETS**

JAKE LEVIN
917-847-2304

**DIRECTOR OF
LAND SALES &
DEVELOPMENT**

MITCH GONZALEZ
734-447-6952

Yale Capital



CHRIS SAN JOSE

President of Lending
305-760-9060
Chris@yaleadvisors.com



GREG RAMSEY

Vice President of Lending
904-864-3978
Greg@yaleadvisors.com



DEREK ORR

Loan Analyst
Derek@yaleadvisors.com

We have been building strong partnerships and taking care of our clients with the highest standard of professionalism since 2012.

Fannie Mae | Freddie Mac

- 10 to 30 Year Terms
- 30 Year AM, up to Full Term Interest-Only
- Up to 80% LTV
- Rates in the 5.80-6.40% Range
- Non-Recourse

Bank Loans

- 5 to 10 Year Terms
- Up to 30 Year AM, Partial Interest-Only
- Up to 80% LTC
- Fixed Rates from 7.50-8.50%
- Recourse or Partial Recourse

Equity

- Sourcing Single Investor Funds for Proven MHC and RV Operators/Developers
- Development, Portfolio Expansion, Recapitalizations
- Flexible Deal Structure; Common, Preferred and Joint Venture Equity

CMBS

- 5 to 10 Year Terms
- 30 Year AM, up to Full-Term Interest-Only
- Up to 80% LTC
- Rates in the 7.25-7.50% Range
- Non-Recourse

Bridge Loans

- 2 to 4 Year Terms
- Interest-Only
- Up to 80% LTC Including Cap-Ex
- Floating Rates as Low as 8%
- Non-Recourse, Flexible/No Prepayment Penalty

Yale Analysts & Transaction Management



SILO ALCANTARA

Senior Analyst
Silo@yaleadvisors.com



GRANT HAWKINS

Analyst
GHawkins@yaleadvisors.com



JACK STOLL

Transaction Manager
JStoll@yaleadvisors.com



Yale Marketing & Office



SUSAN ARDIELLI

Marketing Manager
Marketing@yaleadvisors.com



YELEINE CAICEDO

Office Manager
Office@yaleadvisors.com

© 2023 Yale Realty & Capital Advisors

All rights reserved, no part of this document may be reproduced, stored in a retrieval system or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior permission of Yale Realty & Capital Advisors. In accordance with our normal practice, we must state that this offer is for the use of the recipient only. None of its content may be disclosed to parties other than the recipient without the prior written permission of Yale Realty & Capital Advisors. Such disclosure will only be made on the basis that the contents are not passed to persons other than those specified in the consent. In addition, neither the whole nor any part of this offering, nor any reference thereto may be included in any document, circular or statement without our prior written approval of the form and context in which it will appear.

CONNECT WITH US      [/yaleadvisors](https://www.yaleadvisors.com)

1-877-889-9810

INFO@YALEADVISORS.COM

FAX 941-827-7977

[YALEADVISORS.COM](https://www.yaleadvisors.com)

Regarding Property: Offering #11258474

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 Ken Schefler (or any party designated by Ken Schefler) (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

Phone

Sign, date, and send back to Broker: KEN SCHEFLER | FAX 941-827-7977 | Ken@yaleadvisors.com | TEL. 323-393-0116

[Click Here to Sign Electronic NDA](#)

