



Joplin, MO  
MSA

## MISSOURI RV CAMPGROUND


3 STARS

50-75 SITES

#11258474 | 04/16/24

~~\$1,250,000~~  
 **\$1,000,000**  
REDUCED TARGET PRICE

Skip to NDA 



*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.



# 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. 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.
- 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

**\$1,000,000**

Down Payment \$550,000

Loan Amount \$450,000

## PROPERTY DETAILS

Property Type RV Park

Number of Sites 50 - 75 Sites

Purchase Price Per Site \$13,350 - \$20,000

Income Per Site \$4,000 - \$6,000

Expenses Per Site (\$3,050 - \$4,600)

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+
Apartment Rent Growth	5% Annually Starting in Y2
Lease Up	1 Apt in Y1
Other Income Growth Rate	5% Per Year
Expense Growth Rate	3% Per Year

## LOAN OVERVIEW

Total Equity Contribution	\$550,000
<b>Loan Amount</b>	<b>\$450,000</b>
Loan to Value	45%
Interest Rate	7.50%
Amortization	30 Years
Interest Only Period	None
Loan Term	10 Years
Interest Only Payment	None
Amortization Payment	\$3,146
Financing Type	Bank

## FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
<b>Effective Gross Income</b>	<b>299,795</b>	<b>333,236</b>	<b>367,088</b>
Less: Operating Expenses	(230,376)	(251,085)	(267,448)
Operating Expenses Ratio	76.8%	75.3%	72.9%
<b>Net Operating Income</b>	<b>69,419</b>	<b>82,151</b>	<b>99,640</b>
Less: Annual Debt Service	(37,758)	(37,758)	(37,758)
Debt Coverage Ratio	1.84	2.18	2.64
<b>Net Cash Flow</b>	<b>31,662</b>	<b>44,393</b>	<b>61,883</b>
Cap Rate on Cost	6.94%	8.22%	9.96%
Exit Cap Rate Assumption	8.00%	8.00%	8.00%
Economic Occupancy %	98.8%	100.0%	100.0%
Gross Rent Multiplier	4.7	4.0	4.4
<b>Cash on Cash Return</b>	<b>5.8%</b>	<b>8.1%</b>	<b>11.3%</b>
<b>Internal Rate of Return (IRR)</b>	<b>N/A</b>	<b>7.3%</b>	<b>14.3%</b>





# 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
<b>INCOME</b>					
Potential Rental Income	213,881	245,345	257,273	269,897	283,229
Rent Increase Income	31,464	11,628	12,312	12,996	13,680
Lease Up	3,000	6,300	6,612	6,948	7,296
Less: Vacancy	(6,000)	(6,000)	(6,300)	(6,612)	(6,948)
Other Income	57,450	60,323	63,339	66,506	69,831
<b>Effective Gross Income</b>	<b>299,795</b>	<b>317,596</b>	<b>333,236</b>	<b>349,735</b>	<b>367,088</b>
<b>EXPENSES</b>					
Advertising	5,000	5,150	5,305	5,464	5,628
Ancillary Operational Expenses	4,765	4,908	5,055	5,207	5,363
Cable, Phone, Internet	18,325	18,875	19,441	20,024	20,625
Electric	45,100	46,453	47,847	49,282	50,760
General & Administrative	5,400	5,562	5,729	5,901	6,078
General & Administrative - CC Fees	11,699	12,394	13,004	13,648	14,325
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%	11,992	12,704	13,329	13,989	14,684
Payroll Expense	51,000	52,530	54,106	55,729	57,401
Professional Fees	3,000	3,090	3,183	3,278	3,377
Propane	16,675	17,175	17,691	18,221	18,768
Real Estate Taxes	7,495	7,720	7,951	8,190	8,436
Real Estate Taxes Reassessment		5,320	5,479	5,644	5,813
Repairs & Maintenance	18,250	18,798	19,361	19,942	20,541
Replacement Reserves	2,900	2,987	3,077	3,169	3,264
Supplies	2,650	2,730	2,811	2,896	2,983
Taxes - Other	425	438	451	464	478
Trash	5,650	5,820	5,994	6,174	6,359
Water & Sewer	750	773	796	820	844
<b>Total Expenses</b>	<b>230,376</b>	<b>243,303</b>	<b>251,085</b>	<b>259,132</b>	<b>267,448</b>
<b>Net Operating Income</b>	<b>69,419</b>	<b>74,293</b>	<b>82,151</b>	<b>90,603</b>	<b>99,640</b>
<b>Less: Annual Debt Service</b>	<b>(37,758)</b>	<b>(37,758)</b>	<b>(37,758)</b>	<b>(37,758)</b>	<b>(37,758)</b>
<b>Net Cash Flow</b>	<b>31,662</b>	<b>36,535</b>	<b>44,393</b>	<b>52,846</b>	<b>61,883</b>





# Cash Flow Analysis

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>RENTAL ACTIVITY ANALYSIS</b>					
Effective Rental Income	242,345	257,273	269,897	283,229	297,257
Other Income	57,450	60,323	63,339	66,506	69,831
<b>Effective Gross Income</b>	<b>299,795</b>	<b>317,596</b>	<b>333,236</b>	<b>349,735</b>	<b>367,088</b>
Less: Operating Expenses	(230,376)	(243,303)	(251,085)	(259,132)	(267,448)
OPERATING EXPENSES RATIO	76.8%	76.6%	75.3%	74.1%	72.9%
<b>Net Operating Income</b>	<b>69,419</b>	<b>74,293</b>	<b>82,151</b>	<b>90,603</b>	<b>99,640</b>
Less: Annual Debt Service	(37,758)	(37,758)	(37,758)	(37,758)	(37,758)
<b>Net Cash Flow</b>	<b>31,662</b>	<b>36,535</b>	<b>44,393</b>	<b>52,846</b>	<b>61,883</b>
<b>PROPERTY RESALE ANALYSIS</b>					
Projected Sales Price	867,739	928,660	1,026,885	1,132,542	1,245,506
Less: Selling Expenses	(26,032)	(27,860)	(30,807)	(33,976)	(37,365)
Less: Loan Balance	(445,852)	(441,381)	(436,564)	(431,373)	(425,778)
<b>Net Sale Proceeds</b>	<b>395,856</b>	<b>459,418</b>	<b>559,514</b>	<b>667,193</b>	<b>782,362</b>
<b>CASH SUMMARY</b>					
Net Cash Flow	31,662	36,535	44,393	52,846	61,883
Previous Years Net Cash Flow		31,662	68,197	112,590	165,436
Net Sale Proceeds	395,856	459,418	559,514	667,193	782,362
Down Payment	(550,000)	(550,000)	(550,000)	(550,000)	(550,000)
<b>Total Cash Generated</b>	<b>(122,483)</b>	<b>(22,385)</b>	<b>122,104</b>	<b>282,629</b>	<b>459,681</b>
<b>FINANCIAL MEASUREMENTS</b>					
Cap. Rate on Cost	6.9%	7.4%	8.2%	9.1%	10.0%
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	1.84	1.97	2.18	2.40	2.64
Loan to Value Ratio	51%	48%	43%	38%	34%
Gross Rent Multiplier	4.7	3.8	4.0	4.2	4.4
<b>Cash on Cash Return</b>	<b>5.8%</b>	<b>6.6%</b>	<b>8.1%</b>	<b>9.6%</b>	<b>11.3%</b>
<b>Internal Rate of Return (IRR)</b>	<b>N/A</b>	<b>N/A</b>	<b>7.3%</b>	<b>11.8%</b>	<b>14.3%</b>





# 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.

**\$6.1B+**  
TOTAL  
PRODUCTION

**610+**  
TOTAL  
COMMUNITIES

**108,500+**  
TOTAL  
SITES



ALSO AWARDED IN 2019 & 2018



# Meet the Award-Winning Team

The First True Nationwide MH & RV Advisory

## YALE REALTY



## YALE CAPITAL MARKETS



## YALE DEVELOPMENT



# 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
- Non-Recourse

## CMBS

- 5 to 10 Year Terms
- 30 Year AM, up to Full-Term Interest-Only
- Up to 80% LTC
- Non-Recourse

## Bank Loans

- 5 to 10 Year Terms
- Up to 30 Year AM, Partial Interest-Only
- Up to 80% LTC
- Recourse or Partial Recourse

## Bridge Loans

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

## 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



# Yale Analysts & Transaction Management



**SILO ALCANTARA**

Senior Analyst  
[Silo@yaleadvisors.com](mailto:Silo@yaleadvisors.com)



**GRANT HAWKINS**

Analyst  
[GHawkins@yaleadvisors.com](mailto:GHawkins@yaleadvisors.com)



# Yale Marketing & Office



**SUSAN ARDIELLI**

Marketing Manager  
[Marketing@yaleadvisors.com](mailto:Marketing@yaleadvisors.com)



**YELEINE CAICEDO**

Office Manager  
[Office@yaleadvisors.com](mailto: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

**1-877-889-9810**

**INFO@YALEADVISORS.COM**

**FAX 941-827-7977**

**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](#)

