



Grand Island,
NE MSA

RV PARK

3 STARS


75-100 SITES

#11276067 | 02/01/24



\$2,150,000

TARGET PRICE



Ken presented a well conceived plan to reach the market. He sought specific buyers who not only showed 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

RV Park

Yale Realty and Capital Advisors is pleased to present the exclusive opportunity to acquire a recently built, low management, seasonal RV park with lakefront access and expansion potential in Eastern Nebraska offered at above a 9.5% cap.

Currently all sites are presold before the season starts, which runs from April to October. This allows for predictable income without the management headaches of a transient park. The current manager lives on site and is willing to stay on for the next owner. There is lakefront access with sites right on the water. There is also plenty of upside. The property is 50 +/- acres with room to grow to over 200 sites. A developer can easily add offset expansion costs with income from existing sites.

Given the rare opportunity to acquire an RV park with seasonally presold sites, low management, and expansion potential, this property would make an extremely strong addition to the portfolio of any RV developer or investor who is out of state or looking for a low risk entrance into the RV asset class.



Property Highlights

- Presold seasonal sites that allow for reliable income
- 50 +/- acres with plenty of expansion
- Lakefront access with sites right on the water
- On site management already in place
- Newly built in 2018



Property Overview

PURCHASE OVERVIEW



TARGET PRICE

\$2,150,000

Down Payment \$1,075,000

Loan Amount \$1,075,000

PROPERTY DETAILS

Property Type RV Park

Number of Sites 75 - 100 Sites

Purchase Price Per Site \$21,500 - \$28,650

Income Per Site \$3,300 - \$4,350

Expenses Per Site (\$1,200 - \$1,650)

Acreage 50 +/- Acres

Flood Zone Zone A

UTILITY INFORMATION

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

PROPERTY AMENITIES



On Site Office



On Site Management



Bath & Shower Facility



Laundry Facility



Dog Park



Walking Trails



Utility/Maintenance Room



Storm Shelters



Off-Street Parking



Gravel Roads



Transaction Overview

UNDERWRITING ASSUMPTIONS

| | |
|--------------------------|-------------|
| Rental Rate Growth | 5% Per Year |
| Other Income Growth Rate | 5% Per Year |
| Expense Growth Rate | 3% Per Year |

LOAN OVERVIEW

| | |
|---------------------------|-------------|
| Total Equity Contribution | \$1,075,000 |
|---------------------------|-------------|

| | |
|--------------------|--------------------|
| Loan Amount | \$1,075,000 |
|--------------------|--------------------|

| | |
|---------------|-----|
| Loan to Value | 50% |
|---------------|-----|

| | |
|---------------|-------|
| Interest Rate | 8.00% |
|---------------|-------|

| | |
|--------------|----------|
| Amortization | 30 Years |
|--------------|----------|

| | |
|----------------------|------|
| Interest Only Period | None |
|----------------------|------|

| | |
|-----------|----------|
| Loan Term | 10 Years |
|-----------|----------|

| | |
|-----------------------|------|
| Interest Only Payment | None |
|-----------------------|------|

| | |
|----------------------|---------|
| Amortization Payment | \$7,888 |
|----------------------|---------|

| | |
|----------------|------------|
| Financing Type | Local Bank |
|----------------|------------|

FINANCIAL MEASUREMENTS

| | YEAR 1 | YEAR 3 | YEAR 5 |
|---------------------------------------|----------------|----------------|----------------|
| Effective Gross Income | 327,756 | 361,326 | 398,070 |
| Less: Operating Expenses | (122,120) | (141,791) | (151,262) |
| Operating Expenses Ratio | 37.3% | 39.2% | 38.0% |
| Net Operating Income | 205,636 | 219,535 | 246,808 |
| Less: Annual Debt Service | (94,656) | (94,656) | (94,656) |
| Debt Coverage Ratio | 2.17 | 2.32 | 2.61 |
| Net Cash Flow | 110,980 | 124,879 | 152,152 |
| Cap. Rate on Cost* | 9.56% | 10.21% | 11.48% |
| Exit Cap. Rate Assumption | 9.00% | 9.00% | 9.00% |
| Economic Occupancy % | 100.0% | 100.0% | 100.0% |
| Gross Rent Multiplier | 7.3 | 7.5 | 7.6 |
| Cash on Cash Return* | 10.3% | 11.6% | 14.2% |
| Internal Rate of Return (IRR)* | 17.3% | 17.2% | 18.8% |

*Return calculation is based only on the Community Price



Property Photos

LAKESIDE SITES



LAKESIDE SITES



LAKESIDE SITES



SITE VIEW




OFFICE



SITE VIEW





I have used Yale Capital and Chris San Jose for 12 CMBS loans, bank derivative fixed rate loans, and Freddie Mac and Fannie Mae loans. Chris and his team have done a fantastic job in securing the amounts and rates I was looking for. I will continue to use Chris in all my future financing needs.

Paul G. - Owner



5 Year Pro Forma

| | YEAR 1 | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 |
|------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| INCOME | | | | | |
| Potential Rental Income | 295,130 | 310,022 | 325,886 | 341,774 | 358,658 |
| Rent Increase Income | 14,892 | 15,864 | 15,888 | 16,884 | 17,856 |
| Other Income | 17,734 | 18,621 | 19,552 | 20,529 | 21,556 |
| Effective Gross Income | 327,756 | 344,507 | 361,326 | 379,187 | 398,070 |
| EXPENSES | | | | | |
| Advertising | 2,500 | 2,575 | 2,652 | 2,732 | 2,814 |
| Cable, Phone, Internet | 1,100 | 1,133 | 1,167 | 1,202 | 1,238 |
| Electric | 8,000 | 8,240 | 8,487 | 8,742 | 9,004 |
| General & Administrative | 3,300 | 3,399 | 3,501 | 3,606 | 3,714 |
| General & Administrative - CC Fees | 2,200 | 2,312 | 2,425 | 2,545 | 2,672 |
| Insurance | 8,400 | 8,652 | 8,912 | 9,179 | 9,454 |
| Licenses & Permits | 300 | 309 | 318 | 328 | 338 |
| Meals, Travel, & Entertainment | 1,000 | 1,030 | 1,061 | 1,093 | 1,126 |
| Off-Site Management Fees | 16,388 | 17,225 | 18,066 | 18,959 | 19,903 |
| Payroll Expense | 24,000 | 24,720 | 25,462 | 26,225 | 27,012 |
| Professional Fees | 3,000 | 3,090 | 3,183 | 3,278 | 3,377 |
| Real Estate Taxes | 6,740 | 6,943 | 7,151 | 7,365 | 7,586 |
| Real Estate Taxes Reassessment | | 11,128 | 11,462 | 11,805 | 12,160 |
| Repairs & Maintenance | 19,990 | 20,590 | 21,207 | 21,844 | 22,499 |
| Replacement Reserves | 4,200 | 4,326 | 4,456 | 4,589 | 4,727 |
| Supplies | 1,400 | 1,442 | 1,485 | 1,530 | 1,576 |
| Taxes - Other | 16,402 | 16,894 | 17,401 | 17,923 | 18,461 |
| Tenant Relations | 1,600 | 1,648 | 1,697 | 1,748 | 1,801 |
| Trash | 1,500 | 1,545 | 1,591 | 1,639 | 1,688 |
| Water & Sewer | 100 | 103 | 106 | 109 | 113 |
| Total Expenses | 122,120 | 137,304 | 141,791 | 146,443 | 151,262 |
| Net Operating Income | 205,636 | 207,203 | 219,535 | 232,745 | 246,808 |
| Less: Annual Debt Service | (94,656) | (94,656) | (94,656) | (94,656) | (94,656) |
| Net Cash Flow | 110,980 | 112,547 | 124,879 | 138,089 | 152,152 |



Cash Flow Analysis

| | YEAR 1 | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 |
|--------------------------------------|------------------|------------------|------------------|------------------|------------------|
| RENTAL ACTIVITY ANALYSIS | | | | | |
| Effective Rental Income | 310,022 | 325,886 | 341,774 | 358,658 | 376,514 |
| Other Income | 17,734 | 18,621 | 19,552 | 20,529 | 21,556 |
| Effective Gross Income | 327,756 | 344,507 | 361,326 | 379,187 | 398,070 |
| Less: Operating Expenses | (122,120) | (137,304) | (141,791) | (146,443) | (151,262) |
| Operating Expense Ratio | 37.3% | 39.9% | 39.2% | 38.6% | 38.0% |
| Net Operating Income | 205,636 | 207,203 | 219,535 | 232,745 | 246,808 |
| Less: Annual Debt Service | (94,656) | (94,656) | (94,656) | (94,656) | (94,656) |
| Net Cash Flow | 110,980 | 112,547 | 124,879 | 138,089 | 152,152 |
| PROPERTY RESALE ANALYSIS | | | | | |
| Projected Sales Price | 2,284,843 | 2,302,254 | 2,439,278 | 2,586,052 | 2,742,313 |
| Less: Selling Expenses | (68,545) | (69,068) | (73,178) | (77,582) | (82,269) |
| Less: Loan Balance | (1,066,020) | (1,056,294) | (1,045,762) | (1,034,355) | (1,022,001) |
| Net Sale Proceeds | 1,150,277 | 1,176,892 | 1,320,338 | 1,474,116 | 1,638,042 |
| CASH SUMMARY | | | | | |
| Net Cash Flow | 110,980 | 112,547 | 124,879 | 138,089 | 152,152 |
| Previous Years Net Cash Flow | | 110,980 | 223,527 | 348,407 | 486,496 |
| Net Sale Proceeds | 1,150,277 | 1,176,892 | 1,320,338 | 1,474,116 | 1,638,042 |
| Down Payment | (1,075,000) | (1,075,000) | (1,075,000) | (1,075,000) | (1,075,000) |
| Total Cash Generated | 186,258 | 325,419 | 593,745 | 885,611 | 1,201,691 |
| FINANCIAL MEASUREMENTS | | | | | |
| Cap. Rate on Cost | 9.6% | 9.6% | 10.2% | 10.8% | 11.5% |
| Exit Cap. Rate Assumption | 9.0% | 9.0% | 9.0% | 9.0% | 9.0% |
| Mortgage Constant | 8.8% | 8.8% | 8.8% | 8.8% | 8.8% |
| Debt Coverage Ratio | 2.17 | 2.19 | 2.32 | 2.46 | 2.61 |
| Loan to Value Ratio | 47% | 46% | 43% | 40% | 37% |
| Gross Rent Multiplier | 7.3 | 7.4 | 7.5 | 7.6 | 7.6 |
| Cash on Cash Return | 10.3% | 10.5% | 11.6% | 12.8% | 14.2% |
| Internal Rate of Return (IRR) | 17.3% | 14.8% | 17.2% | 18.2% | 18.8% |





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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

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YALE REALTY



YALE CAPITAL MARKETS



YALE DEVELOPMENT



Yale Capital



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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

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Non Disclosure Agreement

Regarding Property: Offering #11276067 - 75-100 Site RV Park in Grand Island, NE MSA

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](#)

