



Montgomery,
Alabama

THE BACKYARD RV RESORT

4 STARS | 105 SITES | #05018945 | 05/08/24



\$3,425,000

TARGET PRICE

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Deal Room



Thank you for your consideration



CHARLES CASTELLANO
Director - Southeast

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Critical Deadlines

JUNE 6TH, 2024



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.

JUNE 10TH - 13TH, 2024



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
JUNE 2024



Targeted PSA Deadline

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

END OF
JULY 2024



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
AUGUST 2024



Closing Period

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



Executive Summary



Property Highlights

- City Water and Sewer

- 100% Pull Through Full Hookup Sites

- Recent Capital Improvements Completed

- Close proximity to interstate and downtown area

- Clubhouse, Fishing Pond, Bathhouse, Pavilion



Property Discussion



The Backyard RV Resort

This recently upgraded RV Resort in the Mobile to Montgomery, Alabama region presents a compelling investment opportunity with its strategic location, recent capital improvements, and potential to increase revenue. The property has undergone several enhancements, including renovation of the office, bathhouse, and laundry room and the addition of a pavilion, café, dog park, and community fire pit.

The resort's strategic location, conveniently situated right off a major interstate and within 10 miles of museums, sports complexes, shops, and restaurants, significantly enhances the property's attractiveness and accessibility. The Resort is also a short drive to large developments under construction or recently announced projects for Amazon, Hyundai, and Facebook. This prime location ensures a steady stream of income from tourists visiting all the area has to offer and contractors working on those projects, making it a secure and profitable investment.

The Resort is connected to municipal water and sewer, and every site has water, sewer, and electric hookups, and they all pull through. The Resort offers several amenities, such as a dog park, cable, Wi-Fi, fishing pond, pavilion with grill, community fire pit, bathhouse, and laundry facility. The infrastructure ensures a high level of comfort for guests and should keep them returning for many years.



Property Overview

PURCHASE OVERVIEW



TARGET PRICE

\$3,425,000

Down Payment \$1,525,000

Loan Amount \$1,900,000

PROPERTY DETAILS

Property Type RV Resort

Number of Sites 105 Sites

Purchase Price Per Site \$32,620

Income Per Site \$6,250

Expenses Per Site (\$3,800)

Acreage 19.4 Acres

Flood Zone Zone AE

UTILITY INFORMATION

Utility Service	Provider	Meter	Paid By
Water	Municipal	None	Community
Sewer	Municipal	None	Community
Trash	Dumpster	None	Community
Electric	Alabama Power	None	Community

PROPERTY AMENITIES



Laundry Facility



Fishing Lake



Clubhouse



Bathhouse



Pavilion & Grill Area



Fishing Shack



On-Site Propane



Dog Park



Wifi



Pull Thru Sites



Transaction Overview

UNDERWRITING ASSUMPTIONS

Rental Rate Growth	7.5% in Y1, 5% Annually Y2+
Pro Forma Utility Passthrough	Budgeted no CAPEX to install electric meters, metering company instead takes a fee monthly per meter. Recaptured 50% of Electric in Y1 due to installation timing, increased to 90% recapture Y2.
Other Income Growth Rate	5% Per Year
Expense Growth Rate	3% Per Year

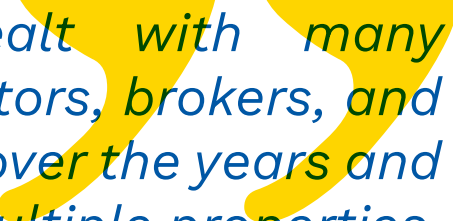
LOAN OVERVIEW

Total Equity Contribution	\$1,525,000
Loan Amount	\$1,900,000
Loan to Value	55%
Interest Rate	8.22%
Amortization	30 Years
Interest Only Period	None
Loan Term	10 Years
Interest Only Payment	None
Amortization Payment	\$14,234
Financing Type	Local Bank

FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
Effective Gross Income	656,093	758,011	832,337
Less: Operating Expenses	(399,005)	(465,612)	(495,876)
Operating Expenses Ratio	60.8%	61.4%	59.6%
Net Operating Income	257,087	292,399	336,461
Less: Annual Debt Service	(170,808)	(170,808)	(170,808)
Debt Coverage Ratio	1.51	1.71	1.97
Net Cash Flow	86,279	121,591	165,653
Cap Rate on Cost	7.51%	8.54%	9.82%
Exit Cap Rate Assumption	7.50%	7.50%	7.50%
Gross Rent Multiplier	5.2	5.1	5.4
Cash on Cash Return	5.7%	8.0%	10.9%
Internal Rate of Return (IRR)	0.1%	14.4%	17.2%





I have dealt with many agents, realtors, brokers, and facilitators over the years and have sold multiple properties, but I have never met a team like James and Charles....They understood my property and knew immediately that my property had to be targeted to the RIGHT buyer.

Kim F. - Owner



Property Overview



Satellite View

The Backyard RV Resort

4350 Sassafras Cir,
Montgomery, AL 36105

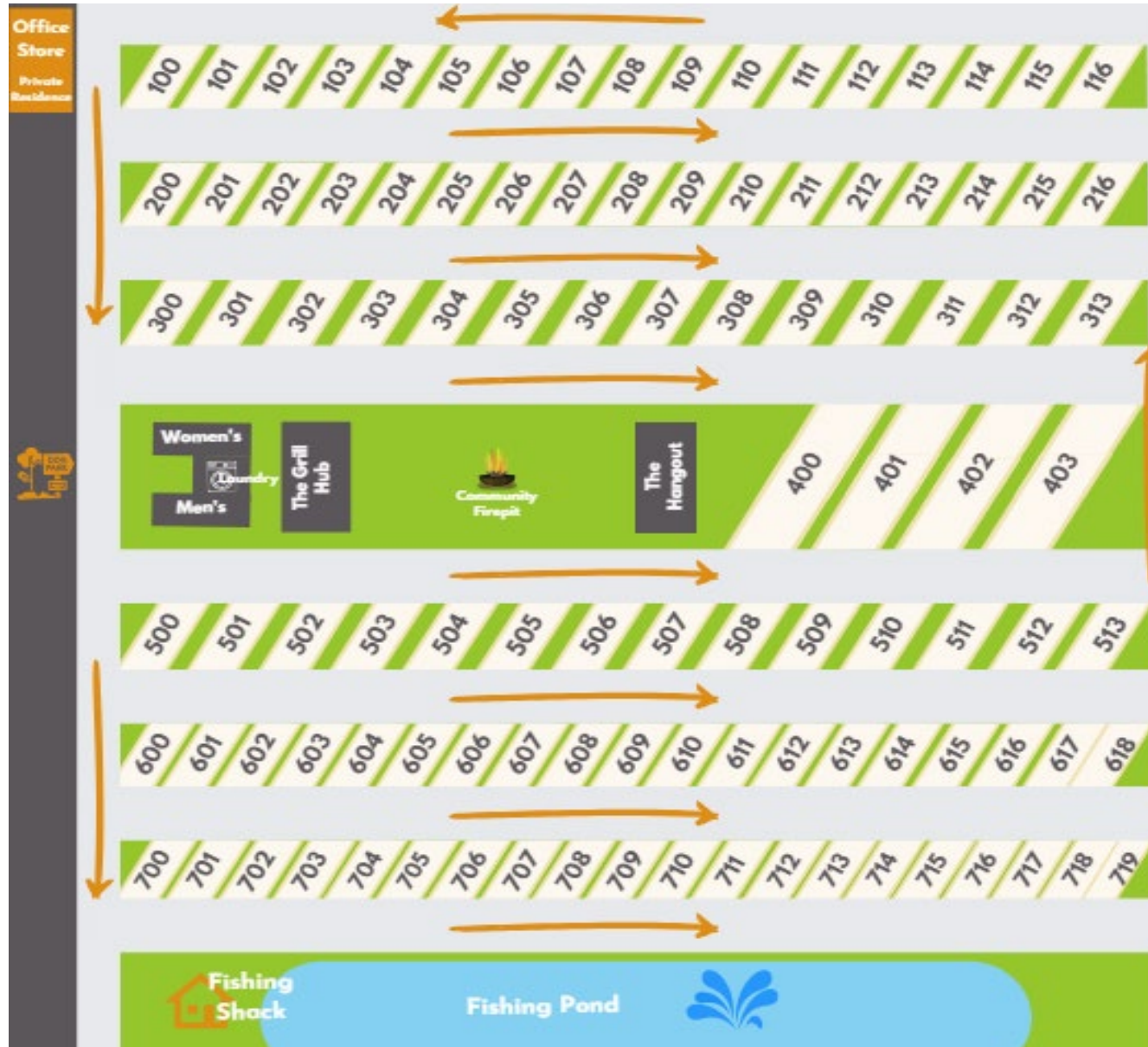
[View Live Map](#) 



**THE
BACKYARD RV
RESORT**



Property Site Map



Parcel View

The Backyard RV Resort

4350 Sassafras Cir,
Montgomery, AL 36105

[View Live Map](#) 

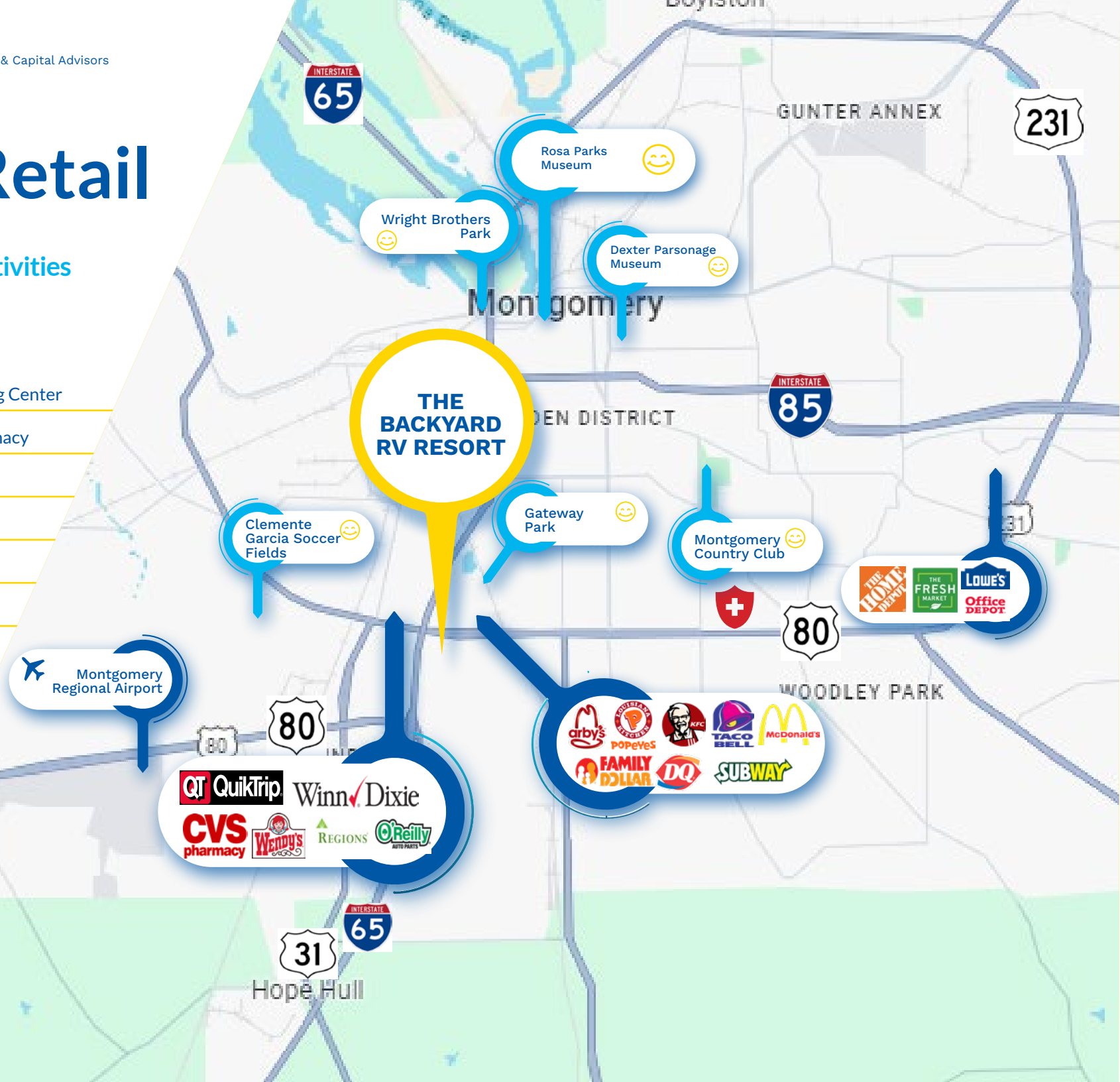


Aerial Retail

Local Essentials & Activities

In a 10 to 15 mile radius

- ✓ Supermarket and Shopping Center
- ✓ Medical Center and Pharmacy
- ✓ Restaurants and Bars
- ✓ Banks and ATMS
- ✓ Gas Station
- ✓ Parks and Recreation
- ✓ Major Highway
- ✓ Local Attractions
- ✓ Post Office
- ✓ Airport/School



Major Attractions/Events



1
April
Montgomery
Biscuits Baseball
Games



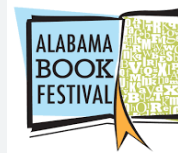
From April to September, catch a Montgomery Biscuits game at Riverwalk Stadium and enjoy a fun-filled evening of minor league baseball.

2
Alabama
Shakespeare
Festival



Alabama Shakespeare Festival, the State theater, builds community by engaging, entertaining, and inspiring people with transformative theatrical performances and compelling educational and outreach programs.

3
April
Alabama
Book Festival



This literary event celebrates authors, books, and reading with author panels, book signings, workshops, and activities for readers of all ages.

4
June
Montgomery
Greek Fest



This cultural festival at Holy Trinity-Holy Cross Greek Orthodox Cathedral features Greek food, music, dancing, and crafts, offering a taste of Greek culture and hospitality.

5
April
Montgomery
Dragon Boat
Festival



This festival at Riverfront Park features dragon boat races, cultural performances, food vendors, and family-friendly activities.

6
November
Montgomery
Film Festival



Taking place in the fall, this festival showcases independent films, documentaries, and shorts from local and international filmmakers, providing a platform for emerging talent in the film industry.



Visit Montgomery, AL



Property Photos

DRONE VIEW



DRONE VIEW



STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



[View Additional Photos](#) 



Property Photos

STREET VIEW



STREET VIEW



PAVILION



CLUBHOUSE



LAUNDRY FACILITIES



DOG PARK



[View Additional Photos](#) 



Financial Analysis





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



Historical & 1st Year Budget

	2021	2022	2023	T12 ENDED FEB 24	1 ST YEAR
RENTAL INCOME					
RV Monthly	132,605	355,362	361,367	349,741	560,138
RV Transient	216,174	225,650	213,776	210,396	
Effective Rental Income	348,779	581,012	575,143	560,138	560,138
OTHER INCOME					
Other Income	6,649	11,288	12,562	11,484	11,500
Misc. Income			858	2,050	
YALE'S ADDITIONS					
Rent Increase					41,580
Pro Forma Utility Passthrough Income					42,875
Effective Gross Income	355,428	592,300	588,563	573,672	656,093
EXPENSES					
Advertising	1,315	1,278	2,319	4,503	5,000
Auto Expense	703	802	578	574	700
Cable, Phone, Internet	17,224	40,722	34,846	37,480	37,450
Electric	43,983	78,833	87,314	85,750	85,750
General & Administrative	2,676	4,943	1,978	2,468	3,075
General & Administrative - CC Fees	9,893	16,027	15,673	15,930	18,200
Insurance	2,590	12,173	17,666	18,015	18,025
Licenses & Permits	5,799	12,993	15,896	15,333	15,325
Meals, Travel, & Entertainment					1,000
Natural Gas	232	1,413	1,858	1,377	1,375
Off-Site Management Fees					26,244
Payroll Expense	44,555	50,529	90,208	93,529	72,150
Professional Fees					3,000
Real Estate Taxes	5,770	13,284	24,725	24,725	24,725
<i>Real Estate Taxes Reassessment</i>					38,337
Repairs & Maintenance	31,419	15,424	21,744	20,773	21,737
Replacement Reserves					10,500
Taxes - Other	45,598	40,255	31,819	31,580	36,125
Tenant Relations	722	5,147	2,096	2,103	2,650
Trash	4,745	5,614	5,581	5,793	5,800
Water & Sewer	4,698	8,495	10,771	10,183	10,175
Total Expenses	221,922	307,933	365,073	370,114	399,005
Net Operating Income	133,506	284,367	223,490	203,557	257,087
Operating Expense Ratio	62%	52%	62%	65%	61%

[Click Here for Detailed Financials](#)



Analyst Comments

Revenue Comments

RV Monthly

*Budgeted at T12 income for Transient & Monthly.

Other Income

*Budgeted at T12 income. Primarily includes Laundry and Propane Income.

Rent Increase

*Budgeted 7.5% increase in rental income Y1, then 5% Y2+. Past rates: 6/21 \$50 daily and \$700 monthly, 2022 \$50 daily and \$750 monthly, 2023 \$50 daily and \$800 monthly, Q1 2024 \$45 daily and \$800 monthly, Q2 2024 \$42 daily and \$699 monthly.

Pro Forma Utility Passthrough Income

*Budgeted 50% recapture of electric expense in Y1, grew to 90% recapture rate in Y2. Energy company offers free metering (no CAPEX budgeted) in exchange for \$5/month/meter fee.

Expense Comments

Advertising

*Yale budgeted Advertising expense.

Cable, Phone, Internet

*Budgeted at T12 expense. Majority of expense is Spectrum internet & WOW cable, also includes VOIP for reservations, and phones for employees.

General & Administrative - CC Fees

*Budgeted at T12's % of EGI.

Insurance

*Budgeted at T12 expense. Entirety of park is in Zone AE.

Off-Site Management Fees

*Budgeted at 4.0% of EGI

Payroll Expense

*Budgeted at T12 expense after seller specific benefits. Current roster: 2 FT employees, 1 at \$45,894.42 annually and the other at \$10.82/hr (\$22,505/yr). They live in the house on site for free. They manage & maintain the park.

Professional Fees

*Budgeted \$1.5K for annual legal compliance & \$1.5K for year end tax preparation.

RE Taxes and RE Tax Reassessment

*Sourced from 2023 Tax Bill online. **The RE Tax Reassessment liability is not included in the total expenses because the earliest the tax reassessment will occur is in Year 2.** This liability is an estimate of the potential increase in the RE Taxes and is in addition to the budgeted RE Taxes.

Repairs & Maintenance

*Increased, landscaping expense began in 2023. Recent contract for \$676/month for grass cutting. Budgeted at historical averages for other R&M expenses.

Replacement Reserves

*Budgeted \$100 per Site

Taxes - Other

*Budgeted at T12's % of EGI. Charged on stays less than 90 days, 4% state and 11% city. Less than 30 days has an additional \$2.25/night county charge.



Pro Forma Growth Assumptions

Start Date & Hold Period

- **Pro Forma Start Date:** 9/1/2024
- **Projected Hold Period:** 5+ Years

Rental Revenue Growth

	Year 1	Year 2	Year 3	Year 4	Year 5
Rent Increase Schedule	7.5%	5.0%	5.0%	5.0%	5.0%

Electric Recapture Rate

- Budgeted 50% recapture in Y1 due to metering that year, then fully recapturing 90% in Y2+.

Global Other Income Growth

- Global other income growth of 5% per year

Global Expense Growth

- Global expense growth of 3% per year

Real Estate Taxes

- **Tax Reassessment Value:** We estimate the taxable value could potentially increase by 75% after sale
- **Tax Reassessment Liability:** We estimate taxes will increase by \$37K in year 2 of ownership.

PROPOSED FINANCING OVERVIEW

Interest Rate	Loan Amount	Amortization	Interest Only Period	Loan Term	Financing Type
8.22%	\$1,900,000	30 Years	None	10 Years	Local Bank



5 Year Pro Forma

TOTAL SITES	105		105		105		105		105	
Occupied Sites	105		105		105		105		105	
Physical Occupancy %	100.0%		100.0%		100.0%		100.0%		100.0%	
Average Gross Revenue Per Site	\$5,335		\$5,731		\$6,019		\$6,319		\$6,631	
Average Site Revenue Increase	\$396		\$288		\$300		\$312		\$336	
	YEAR 1	PER SITE	YEAR 2	PER SITE	YEAR 3	PER SITE	YEAR 4	PER SITE	YEAR 5	PER SITE
INCOME										
Rental Income	560,138	5,335	601,718	5,731	631,958	6,019	663,458	6,319	696,218	6,631
Rent Increase Income	41,580	396	30,240	288	31,500	300	32,760	312	35,280	336
Pro Forma Utility Passthrough Income	42,875	408	79,490	757	81,875	780	84,331	803	86,861	827
Other Income	11,500	110	12,075	115	12,679	121	13,313	127	13,978	133
Effective Gross Income	656,093	6,249	723,523	6,891	758,011	7,219	793,862	7,561	832,337	7,927
EXPENSES										
Advertising	5,000	48	5,150	49	5,305	51	5,464	52	5,628	54
Auto Expense	700	7	721	7	743	7	765	7	788	8
Cable, Phone, Internet	37,450	357	38,574	367	39,731	378	40,923	390	42,150	401
Electric	85,750	817	88,323	841	90,972	866	93,701	892	96,512	919
General & Administrative	3,075	29	3,167	30	3,262	31	3,360	32	3,461	33
General & Administrative - CC Fees	18,200	173	20,071	191	21,027	200	22,022	210	23,089	220
Insurance	18,025	172	18,566	177	19,123	182	19,696	188	20,287	193
Licenses & Permits	15,325	146	15,785	150	16,258	155	16,746	159	17,248	164
Meals, Travel, & Entertainment	1,000	10	1,030	10	1,061	10	1,093	10	1,126	11
Natural Gas	1,375	13	1,416	13	1,459	14	1,502	14	1,548	15
Off-Site Management Fees @ 4.0%	26,244	250	28,941	276	30,320	289	31,754	302	33,293	317
Payroll Expense	72,150	687	74,315	708	76,544	729	78,840	751	81,205	773
Professional Fees	3,000	29	3,090	29	3,183	30	3,278	31	3,377	32
Real Estate Taxes	24,725	235	25,466	243	26,230	250	27,017	257	27,828	265
Real Estate Taxes Reassessment			37,000	352	38,110	363	39,253	374	40,431	385
Repairs & Maintenance	21,737	207	22,389	213	23,061	220	23,753	226	24,465	233
Replacement Reserves	10,500	100	10,815	103	11,139	106	11,474	109	11,818	113
Taxes - Other	36,125	344	37,209	354	38,325	365	39,475	376	40,659	387
Tenant Relations	2,650	25	2,730	26	2,811	27	2,896	28	2,983	28
Trash	5,800	55	5,974	57	6,153	59	6,338	60	6,528	62
Water & Sewer	10,175	97	10,480	100	10,795	103	11,118	106	11,452	109
Total Expenses	399,005	3,800	451,210	4,297	465,612	4,434	480,469	4,576	495,876	4,723
Net Operating Income	257,087	2,448	272,313	2,593	292,399	2,785	313,393	2,985	336,461	3,204
Less: Annual Debt Service	(170,808)	(1,627)	(170,808)	(1,627)	(170,808)	(1,627)	(170,808)	(1,627)	(170,808)	(1,627)
Net Cash Flow	86,279	822	101,505	967	121,591	1,158	142,585	1,358	165,653	1,578



Cash Flow Analysis

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
RENTAL ACTIVITY ANALYSIS					
Effective Rental Income	644,593	711,448	745,333	780,549	818,359
Other Income	11,500	12,075	12,679	13,313	13,978
Effective Gross Income	656,093	723,523	758,011	793,862	832,337
Less: Operating Expenses	(399,005)	(451,210)	(465,612)	(480,469)	(495,876)
OPERATING EXPENSES RATIO	60.8%	62.4%	61.4%	60.5%	59.6%
Net Operating Income	257,087	272,313	292,399	313,393	336,461
Less: Annual Debt Service	(170,808)	(170,808)	(170,808)	(170,808)	(170,808)
Net Cash Flow	86,279	101,505	121,591	142,585	165,653
PROPERTY RESALE ANALYSIS					
Projected Sales Price	3,427,831	3,630,840	3,898,657	4,178,573	4,486,153
Less: Selling Expenses	(102,835)	(108,925)	(116,960)	(125,357)	(134,585)
Less: Loan Balance	(1,884,808)	(1,868,319)	(1,850,422)	(1,830,998)	(1,809,915)
Net Sale Proceeds	1,440,188	1,653,596	1,931,275	2,222,218	2,541,653
CASH SUMMARY					
Net Cash Flow	86,279	101,505	121,591	142,585	165,653
Previous Years Net Cash Flow		86,279	187,784	309,375	451,960
Net Sale Proceeds	1,440,188	1,653,596	1,931,275	2,222,218	2,541,653
Down Payment	(1,525,000)	(1,525,000)	(1,525,000)	(1,525,000)	(1,525,000)
Total Cash Generated	1,467	316,380	715,650	1,149,178	1,634,266
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost	7.5%	8.0%	8.5%	9.2%	9.8%
Exit Cap. Rate Assumption	7.5%	7.5%	7.5%	7.5%	7.5%
Loan Constant	9.0%	9.0%	9.0%	9.0%	9.0%
Debt Coverage Ratio	1.51	1.59	1.71	1.83	1.97
Loan to Value Ratio	55%	51%	47%	44%	40%
Gross Income Multiplier	5.2	5.0	5.1	5.3	5.4
Cash on Cash Return	5.7%	6.7%	8.0%	9.3%	10.9%
Internal Rate of Return (IRR)	0.1%	10.1%	14.4%	16.2%	17.2%





The Yale team are professional and knowledgeable... they were great to work with.... They saw the value of my community better than anyone else.

Rick C. - Owner



Comparative Market Analysis



Comp Map

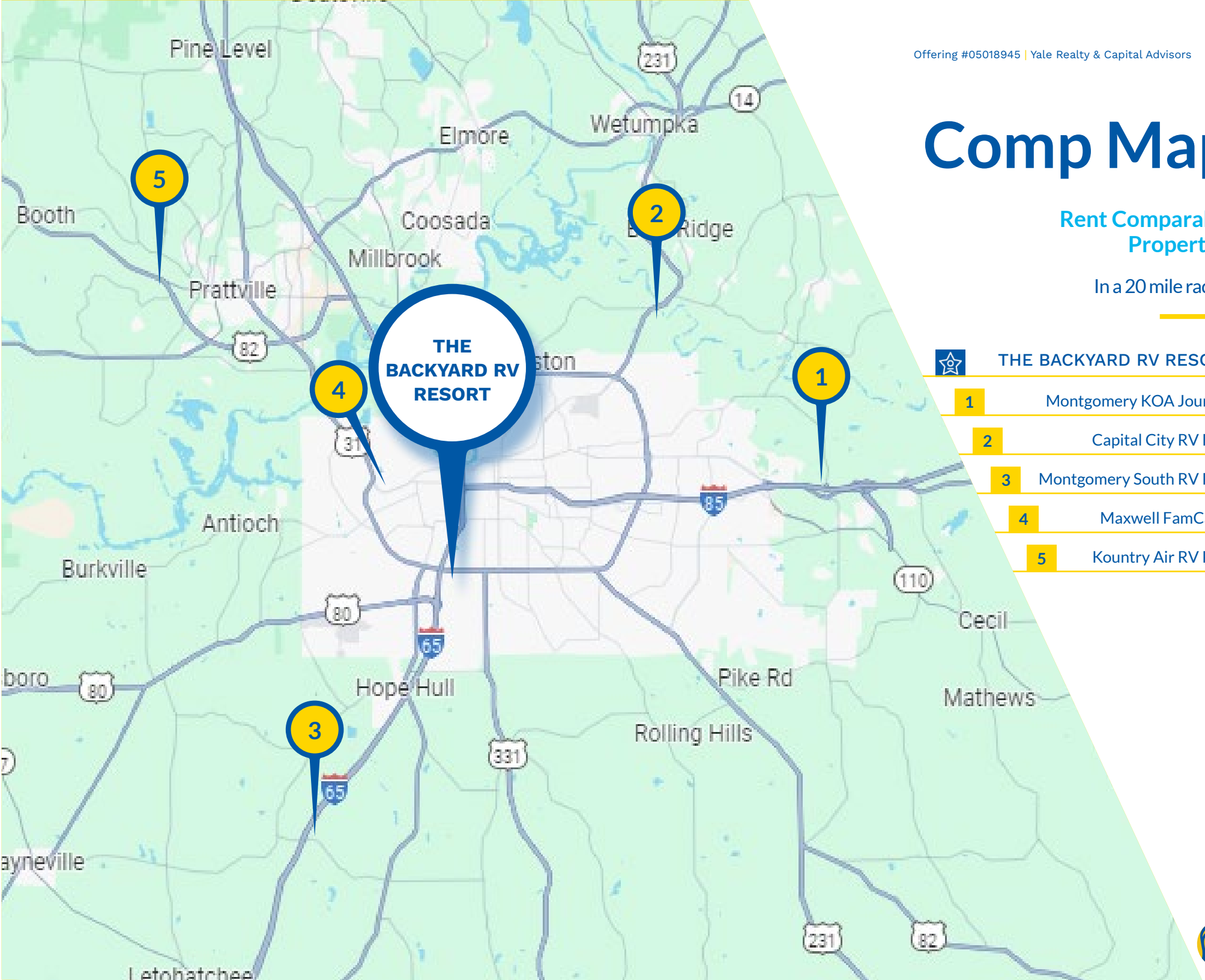
Rent Comparable Properties

In a 20 mile radius



THE BACKYARD RV RESORT

- 1 Montgomery KOA Journey
- 2 Capital City RV Park
- 3 Montgomery South RV Park
- 4 Maxwell FamCamp
- 5 Kountry Air RV Park



THE BACKYARD RV RESORT

4350 Sassafras Cir
Montgomery, AL 36105



- Daily Rate **\$42**
- Weekly Rate **\$252**
- Monthly Rate **\$699**
- Resident Type **ALL AGE**
- No. of Sites **105**
- Amenities Included:

Laundry Facility, Fishing Lake, On-Site Propane (\$), Wifi, Restroom Facility, Dog Park, Grill Area, Fishing Shack, Paved Roads, Off-Street Parking

[View Property's website](#) 

MONTGOMERY KOA JOURNEY

11091 Atlanta Hwy
Montgomery, AL 36117



- Daily Rate **\$60**
- Weekly Rate **\$225**
- Monthly Rate **\$749**
- Resident Type **ALL AGE**
- No. of Sites **49**
- Amenities Included:

Fishing Pond, Walking Trail, Propane (\$), Restroom Facility, Laundry Facility, Store, Dog Park, Off-Street Parking

[View Property's website](#) 

CAPITAL CITY RV PARK

4655 Old Wetumpka Hwy
Montgomery, AL 36110



- Daily Rate **\$48**
- Weekly Rate **\$295**
- Monthly Rate **\$744**
- Resident Type **ALL AGE**
- No. of Sites **115**
- Amenities Included:

Pond, Dog Park, Restroom Facility, Horseshoes, Wifi, Laundry Facility, Paved Roads, Off-Street Parking

[View Property's website](#) 



MONTGOMERY SOUTH RV PARK

731 Venable Rd
Hope Hull, AL 36043



- Daily Rate **\$55**
- Weekly Rate **\$325**
- Monthly Rate **\$750**
- Resident Type **ALL AGE**
- No. of Sites **49**
- Amenities Included:

Clubhouse, Laundry Facility, Dog Park, Wifi, Store, Restroom Facilities, Office, Off-Street Parking

[View Property's website](#) 

MAXWELL FAMCAMP

390 March Rd
Montgomery, AL 36112



- Daily Rate **\$30**
- Weekly Rate **\$200**
- Monthly Rate **\$625**
- Resident Type **ALL AGE**
- No. of Sites **71**
- Amenities Included:

Laundry Facility, Office, Playground, Fishing Pond, Restroom Facility, Paved Roads, Off-Street Parking

[View Property's website](#) 

KOUNTRY AIR RV PARK

2133 US-82 W
Prattville, AL 36067



- Daily Rate **\$45**
- Weekly Rate **\$225**
- Monthly Rate **\$650**
- Resident Type **ALL AGE**
- No. of Sites **35**
- Amenities Included:

Swimming Pool, Laundry Facility, Wifi, Play Area, Dog Park, Gazebo, Off-Street Parking

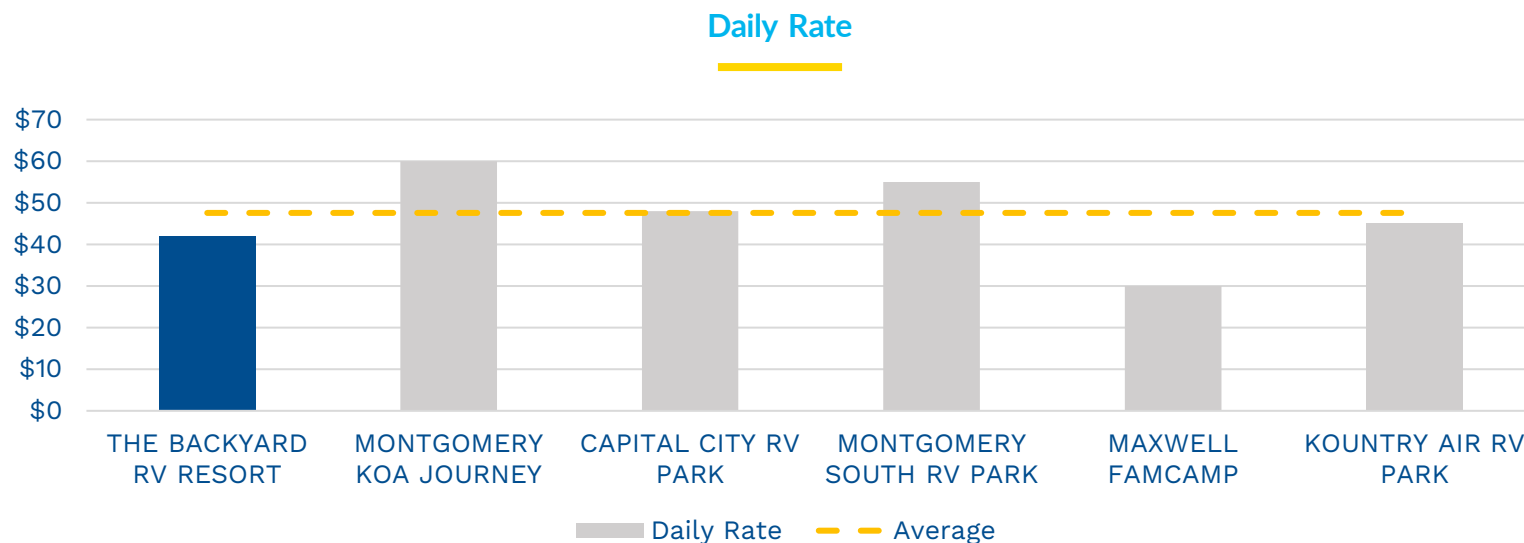
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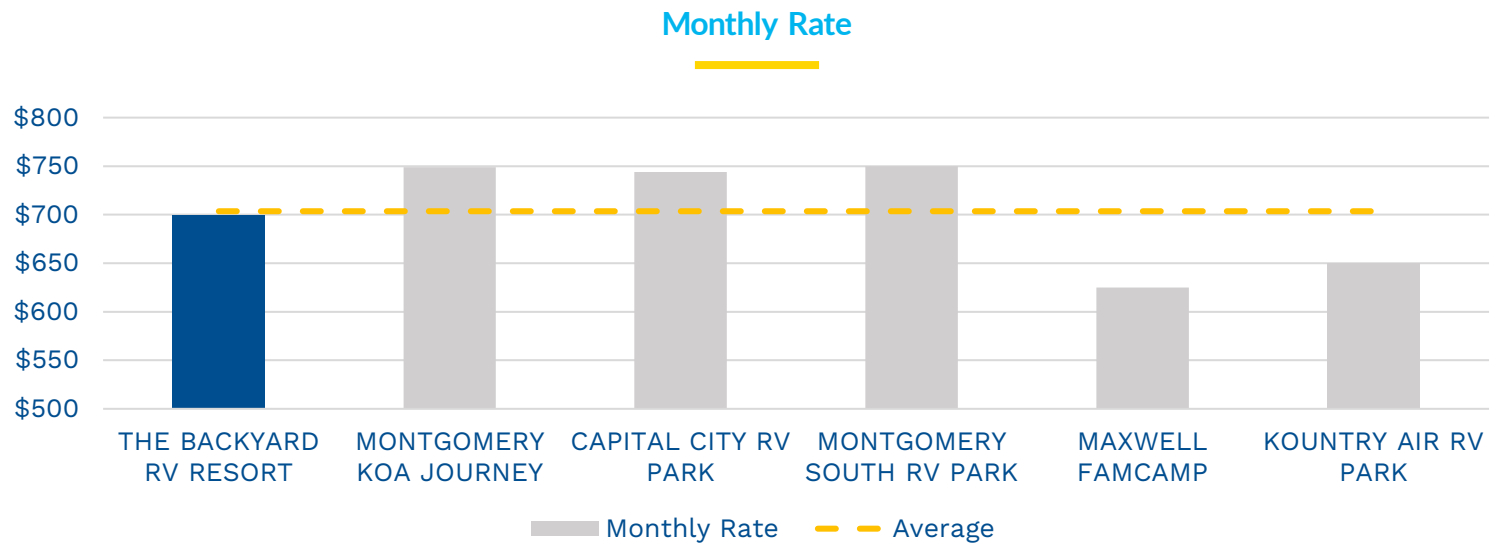
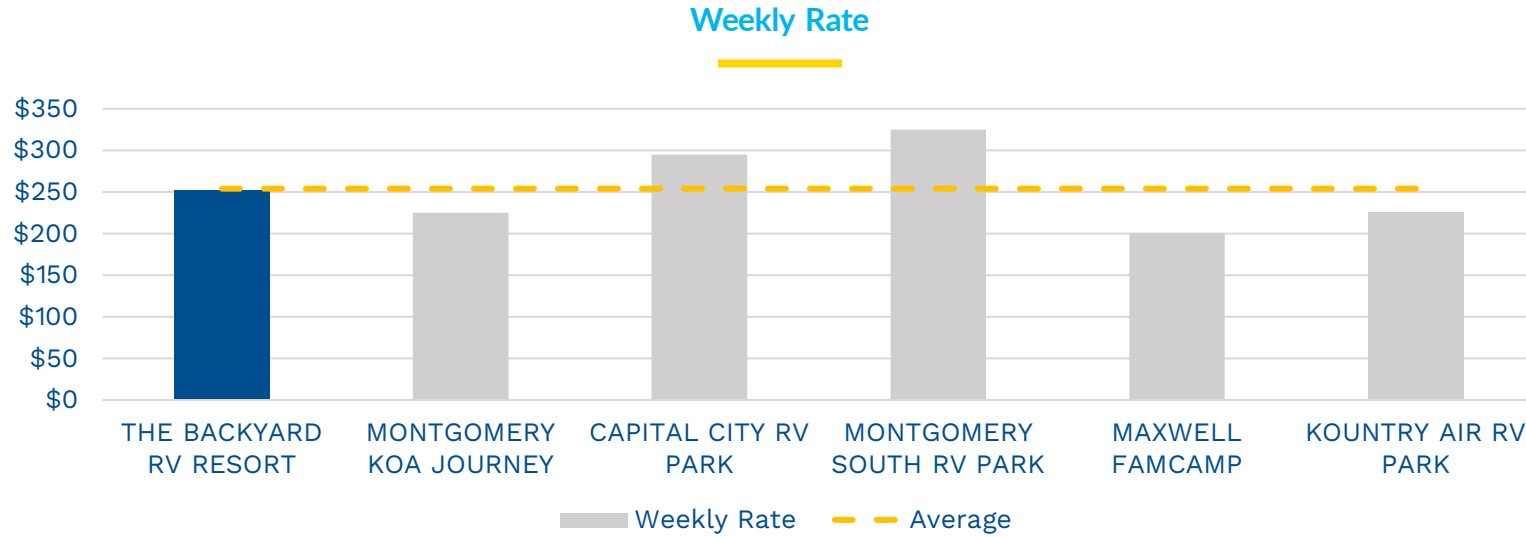
Net Site Rents

PARK	UTILITIES INCLUDED	SITE RENT	WATER	SEWER	TRASH	ELECTRIC	WIFI	NET SITE RENT
The Backyard RV Resort	Water, Sewer, Trash, Wifi	\$699	(\$25)	(\$25)	(\$15)	-	(\$15)	\$619
Montgomery KOA Journey	Electric, Water, Sewer, Trash, Wifi	\$749	(\$25)	(\$25)	(\$15)	(\$50)	(\$15)	\$619
Capital City RV Park	Electric, Water, Sewer, Trash, Wifi	\$744	(\$25)	(\$25)	(\$15)	(\$50)	(\$15)	\$614
Montgomery South RV Park	Electric, Water, Sewer, Trash, Wifi	\$750	(\$25)	(\$25)	(\$15)	(\$50)	(\$15)	\$620
Maxwell FamCamp	Electric, Water, Sewer, Trash	\$625	(\$25)	(\$25)	(\$15)	(\$50)	-	\$510
Kountry Air RV Park	Water, Sewer, Trash, Wifi	\$650	(\$25)	(\$25)	(\$15)	-	(\$15)	\$570
COMPARABLE AVERAGES								\$587

Rent Comparable Charts



Rate Comparable Charts



Market Overview



Location Overview



Montgomery, AL

Capital of Dreams

Montgomery, Alabama, centrally located in the state, serves as both its capital and an economic hub with strategic access to major cities like Atlanta and Birmingham via Interstate 65. Its history, from pivotal roles in the Civil Rights Movement to cultural heritage, enriches its identity, making it appealing to residents, visitors, and businesses alike.

The city's economy is diverse, anchored by government, healthcare, manufacturing, education, and aerospace sectors. As the state capital, government services provide stability and employment. Healthcare is another key industry, supported by numerous hospitals and medical centers. Manufacturing, including automotive and aerospace, benefits from a skilled workforce and a supportive business environment. Montgomery's education sector, with institutions like Alabama State University, further contributes to innovation and workforce development.

Montgomery offers a business-friendly environment with incentives, low operating costs, and a skilled workforce. Its strategic location, commitment to economic development, and quality of life make it a competitive choice for businesses looking to establish or expand, providing both opportunity and a high standard of living for employees.



Demographic Overview



<p>POPULATION</p> <p>384,791</p> <p>Since 2020, the population has grown by more than 3% and the median household income has increased by more than 3.5%.</p>	
<p>LIVING STATUS</p> <p>64% vs. 36%</p> <p>Homeowner Renter</p>	<p>MEDIAN HOUSEHOLD INCOME</p> <p>\$56,356</p>
<p>MEDIAN AGE</p> <p>37.8</p>	<p>GENDER</p> <p>47.1% (Male)</p> <p>52.9% (Female)</p>
<p>TOP 5 EMPLOYMENT INDUSTRIES</p> <ul style="list-style-type: none"> Health Care & Social Assistance Manufacturing Retail Trade Public Administration Educational Services 	<p>MEDIAN SALES PRICE</p> <p>\$139,969</p>
<p>RACE</p> <p>47.6% White</p> <p>44.4% African American</p> <p>3.3% Hispanic/Latino</p> <p>4.7% Other</p>	<p>EDUCATION</p> <p>87.4% High School Diploma</p> <p>33% College and Higher</p>

[Click Here for Additional Key Statistics](#)



Appendix



Property Financials
& Documents



Property
Photos

Click Here for Deal Room 



Property Maps

Links to property locations:

- Parcel View Live Map
- Region View Live Map



Montgomery, AL

Links to property city & stats:

- Key Statistics
- Additional Statistics
- Housing Market



Properties Websites

Links to all properties website:

- The Backyard RV Resort
- Montgomery South RV Park
- Montgomery KOA Journey
- Maxwell FamCamp
- Capital City RV Park
- Kountry Air RV Park

This offer memorandum contains one or more links to external internet links. These links are being provided as a convenience and for informational purposes only; they do not constitute an endorsement or an approval by Yale Realty & Capital Advisors of any of the products, services or opinions of the corporation or organization or individual maintaining or controlling the website. Yale Realty & Capital Advisors bears no responsibility for the accuracy, legality or content of the external sites or for that of subsequent links.





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TOTAL
COMMUNITIES

110,500+
TOTAL
SITES



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- 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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