

09/10/25

#11167388

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Kansas City, KS MSA  
All-Age RV Park

★★★★★ 🏠 80-100 Sites 👤 ALL-AGE



**\$4,000,000** TARGET PRICE





# PRESENTED BY



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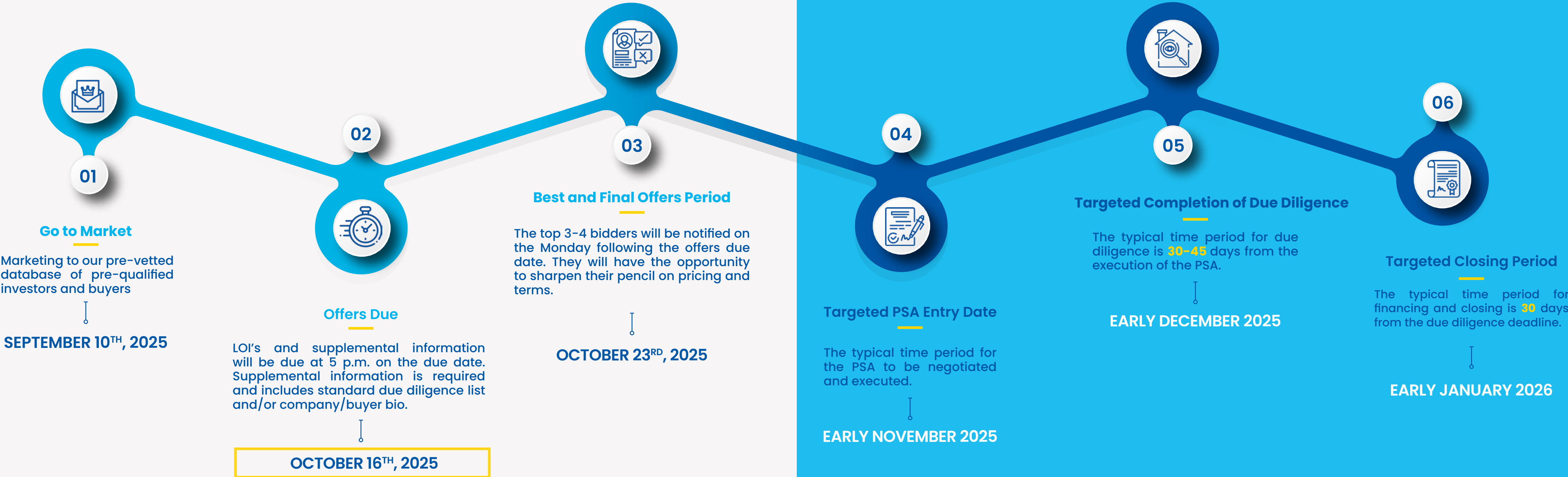
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# Deal Timeline

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## Property Highlights

- Prime Location – The Kansas City MSA has a population of 2 million with major employers including Cerner, Ford, Amazon, UPS, and regional healthcare systems.
- High Demand – 95% occupancy over the last 18 months with most tenants staying 3–6 months. Majority are contract workers, ensuring consistent demand.
- Strong Day 1 Cashflow – RV sites grossing approximately \$8,000 per site per year, with additional income RV storage and self storage.
- Value-Add Potential – Opportunity for immediate rent increases. Rents are about \$100 to \$200 below monthly rates of other nearby RV parks.



## Property Discussion

- Yale Realty and Capital Advisors is pleased to present an 80 + lot RV resort investment opportunity located in the Kansas City MSA. This property combines stable long-term occupancy with diversified revenue streams, making it a compelling acquisition for investors seeking both cash flow and growth potential.
- The resort maintains a stable tenant base, with 95% occupancy over the last 18 months by long term tenants staying 3–6 months as local contract workers. Sites are grossing about \$8,000/site/year. All tenants are on month-to-month leases, giving the next owner maximum rent increase flexibility. In addition to RV site income, the property generates diverse revenue from a rental house, 7 already fully leased commercial buildings, 44 uncovered RV storage lots, 18 free-standing storage sheds, 49 storage units, and other ancillary structures.
- The property is well positioned to capture demand from one of the Midwest’s strongest job markets. Kansas City metro, home to over 2 million residents, is in high demand for flexible, affordable housing, and has many major employers including Cerner, Ford, Amazon, UPS, and regional healthcare systems. The park also benefits from regional tourism draws, such as local parks and lakes, ensuring seasonal occupancy boosts as well.
- With a long term tenant base, multiple stabilized income streams, potential for rent increases, and a prime location near a major metro, this unique investment offers a rare opportunity to acquire a stabilized, high-demand asset with both immediate cash flow and long-term upside.



Property Details →

PROPERTY DETAILS

Property Type	RV Campground
Star Rating	3.5 Stars
Age Restriction	All-Age
Number of Sites	80-100 Sites
Avg. T12 Occupancy Rate	95.3%
Property Acreage	20-25 Acres
Sites/Acre	4 +/- Sites/Acre
Avg. Annual Revenue Per Site	\$8,000 +/-
Average Site Dimensions	15' x 40'
Flood Zone	None

INFRASTRUCTURE

Water Service	Municipal
Sewer Service	Lagoon/Septic
Water & Sewer Billing	Included In Rent
Trash Service	Dumpster
Trash Billing	Included In Rent
Electric Amperage	30/50
Tenant Lawn Maintenance	Community Responsibility
Road Construction	Gravel
Road Maintenance	Community Responsibility



Property Amenities Highlight



Camp Store



Fishing Pond



Playground



Laundry Facility



Restrooms/  
Showers





Property Photos →

DRONE VIEW	1
DRONE VIEW	5

DRONE VIEW	2
STREET VIEW	6

STREET VIEW	3
STREET VIEW	7

STREET VIEW	4
CAMP STORE, SELF STORAGE, & CHURCH	8



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Purchase Overview →

PURCHASE OVERVIEW		FINANCIAL MEASUREMENTS			
TARGET PRICE					
Down Payment	\$1,200,000	EFFECTIVE GROSS INCOME	1,146,013	1,263,582	1,393,887
Loan Amount	\$2,800,000	Less: Operating Expenses	(692,850)	(769,972)	(820,628)
PER SITE OVERVIEW		Operating Expenses Ratio	60.5%	60.9%	58.9%
Purchase Price Per Site	\$40,000 - \$50,000	NET OPERATING INCOME	453,163	493,610	573,258
Revenue Per Site	\$11,450 - \$14,350	Less: Annual Debt Service	(229,211)	(229,211)	(229,211)
Expense Per Site	(\$6,950 - \$8,650)	Debt Coverage Ratio	1.98	2.15	2.50
DISPOSITION ASSUMPTIONS		NET CASH FLOW	223,951	264,399	344,047
Exit Capitalization Rate	11.25%	Cap. Rate on Cost	11.33%	12.34%	14.33%
Projected Selling Expenses	3.00%	Exit Cap. Rate Assumption	11.25%	11.25%	11.25%
		Economic Occupancy %	100.0%	100.0%	100.0%
		Gross Rent Multiplier	3.5	3.5	3.7
		CASH ON CASH RETURN	18.7%	22.0%	28.7%
		INTERNAL RATE OF RETURN (IRR)	13.2%	27.0%	31.3%

Proposed Financing Overview →

PROPOSED FINANCING OVERVIEW	
Total Equity Contribution	\$1,200,000
LOAN AMOUNT	\$2,800,000
Loan to Value	70%
Interest Rate	7.25%
Amortization	30 Years
Interest Only Period	None
Loan Term	5 Years
Interest Only Payment	None
Amortization Payment	\$19,101
Financing Type	Bank
Quote Date	September 2025



1ST YEAR CAP RATE

11.3%



PRICE/SITE

\$40,000 - \$50,000



INTEREST RATE

7.25%



LOAN TERM

5 Years



FINANCING TYPE

Bank



Pro Forma Growth Assumptions →

START DATE & HOLD PERIOD	- Pro Forma Start Date: 2/1/2026					
	- Projected Hold Period: 5+ Years					
RENTAL REVENUE GROWTH	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	
	Rent Increase (%)	5%	5%	5%	5%	5%
GLOBAL OTHER INCOME GROWTH	- Global other income growth of 5% per year					
OFF-SITE MANAGEMENT FEES	- Budgeted to remain at 4.0% of EGI					
GLOBAL EXPENSE GROWTH	- Global expense growth of 3% per year					
REAL ESTATE TAXES	- Tax Reassessment Value: We have estimated Taxable Value to increase by ~130% in Year 2 of ownership. - Tax Reassessment Liability: We estimate taxes will grow by ~\$30K.					
DISPOSITION ASSUMPTIONS	- Exit Capitalization Rate: 11.25% - Selling Expenses: 3.00%					

PROPOSED FINANCING OVERVIEW

INTEREST RATE	LOAN AMOUNT	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE
7.25%	\$2,800,000	30 Years	None	5 Years	Bank

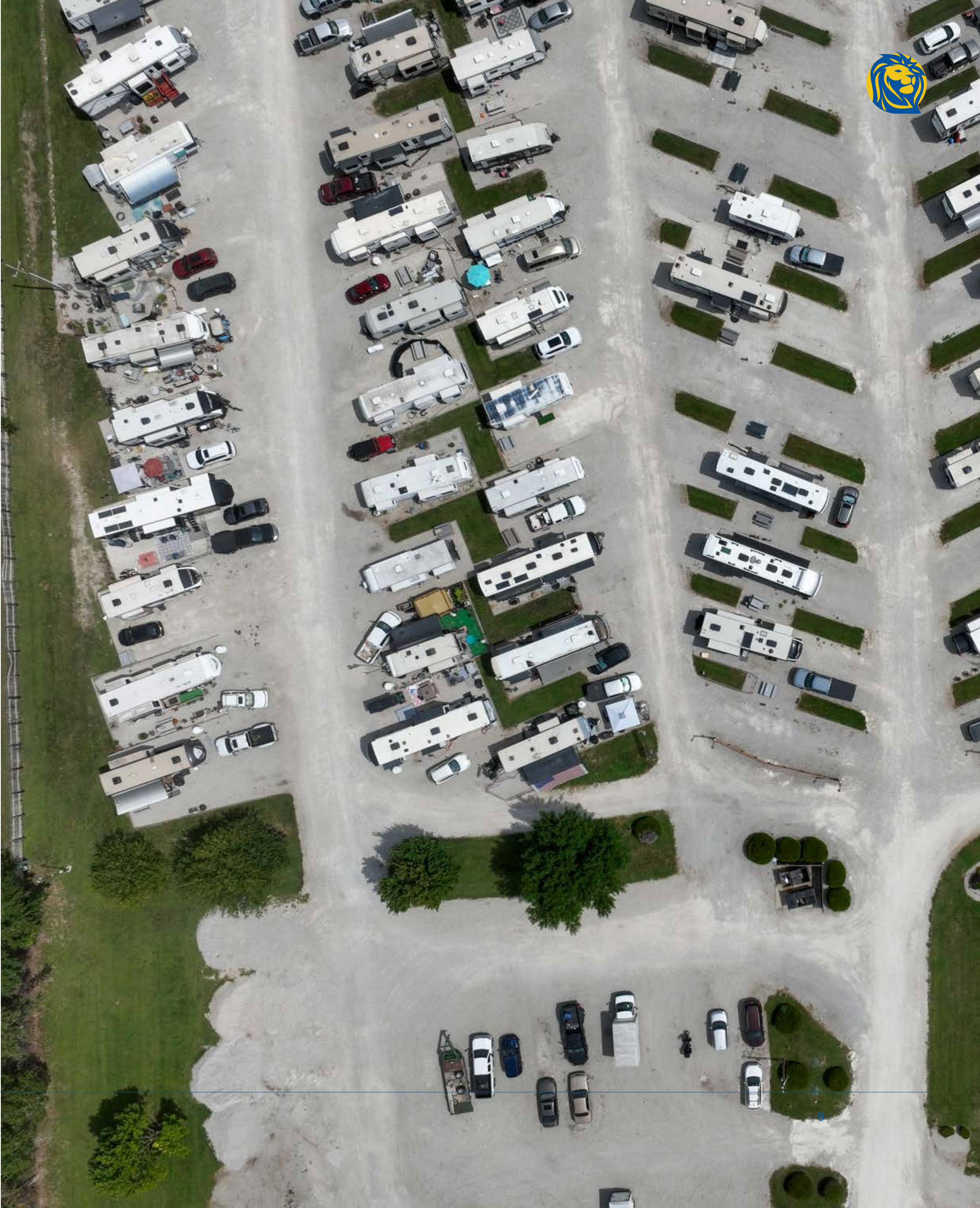
5 Year Pro Forma →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Rental Income	738,056	774,488	813,128	853,976	897,032
Rent Increase Income	36,432	38,640	40,848	43,056	45,264
Other Income	371,525	390,101	409,606	430,087	451,591
EFFECTIVE GROSS INCOME	1,146,013	1,203,229	1,263,582	1,327,119	1,393,887
EXPENSES					
Advertising	10,000	10,300	10,609	10,927	11,255
Ancillary Operational Expenses	31,525	32,471	33,445	34,448	35,482
Auto Expense	6,000	6,180	6,365	6,556	6,753
Cable, Phone, Internet	19,800	20,394	21,006	21,636	22,285
Electric	140,425	144,638	148,977	153,446	158,050
General & Administrative	18,650	19,210	19,786	20,379	20,991
General & Administrative - CC Fees	35,025	36,774	38,618	40,560	42,601
Insurance	46,550	47,947	49,385	50,866	52,392
Licenses & Permits	500	515	530	546	563
Meals, Travel, & Entertainment	1,000	1,030	1,061	1,093	1,126
Off-Site Management Fees @ 4.0%	45,841	48,129	50,543	53,085	55,755
Payroll Expense	102,900	105,987	109,167	112,442	115,815
Professional Fees	3,000	3,090	3,183	3,278	3,377
Propane	57,125	58,839	60,604	62,422	64,295
Real Estate Taxes	23,285	23,983	24,703	25,444	26,207
Real Estate Taxes Reassessment		30,637	31,556	32,503	33,478
Repairs & Maintenance	111,125	114,459	117,893	121,429	125,072
Replacement Reserves	4,600	4,738	4,880	5,027	5,177
Trash	10,925	11,253	11,590	11,938	12,296
Water & Sewer	24,575	25,312	26,072	26,854	27,659
TOTAL EXPENSES	692,850	745,884	769,972	794,880	820,628
NET OPERATING INCOME	453,163	457,345	493,610	532,239	573,258
LESS: ANNUAL DEBT SERVICE	(229,211)	(229,211)	(229,211)	(229,211)	(229,211)
NET CASH FLOW	223,951	228,134	264,399	303,027	344,047



Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	774,488	813,128	853,976	897,032	942,296
Other Income	371,525	390,101	409,606	430,087	451,591
EFFECTIVE GROSS INCOME	1,146,013	1,203,229	1,263,582	1,327,119	1,393,887
Less: Operating Expenses	(692,850)	(745,884)	(769,972)	(794,880)	(820,628)
Operating Expense Ratio	60.5%	62.0%	60.9%	59.9%	58.9%
NET OPERATING INCOME	453,163	457,345	493,610	532,239	573,258
Less: Annual Debt Service	(229,211)	(229,211)	(229,211)	(229,211)	(229,211)
NET CASH FLOW	223,951	228,134	264,399	303,027	344,047
PROPERTY RESALE ANALYSIS					
Projected Sales Price	4,028,113	4,065,288	4,387,643	4,731,009	5,095,631
Less: Selling Expenses	(120,843)	(121,959)	(131,629)	(141,930)	(152,869)
Less: Loan Balance	(2,772,900)	(2,743,769)	(2,712,454)	(2,678,791)	(2,642,606)
NET SALE PROCEEDS	1,134,369	1,199,560	1,543,560	1,910,288	2,300,156
CASH SUMMARY					
Net Cash Flow	223,951	228,134	264,399	303,027	344,047
Previous Years Net Cash Flow		223,951	452,085	716,484	1,019,511
Net Sale Proceeds	1,134,369	1,199,560	1,543,560	1,910,288	2,300,156
Down Payment	(1,200,000)	(1,200,000)	(1,200,000)	(1,200,000)	(1,200,000)
TOTAL CASH GENERATED	158,321	451,646	1,060,044	1,729,799	2,463,714
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost	11.3%	11.4%	12.3%	13.3%	14.3%
Exit Cap. Rate Assumption	11.3%	11.3%	11.3%	11.3%	11.3%
Loan Constant	8.2%	8.2%	8.2%	8.2%	8.2%
Debt Coverage Ratio	1.98	2.00	2.15	2.32	2.50
Loan to Value Ratio	69%	67%	62%	57%	52%
Gross Rent Multiplier	3.5	3.4	3.5	3.6	3.7
Cash on Cash Return	18.7%	19.0%	22.0%	25.3%	28.7%
Internal Rate of Return (IRR)	13.2%	18.8%	27.0%	30.1%	31.3%





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## YALE CAPITAL



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## YALE CAPITAL



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- 10 to 30 Year Terms
- 30 Year AM, up to Full Term Interest-Only
- Up to 80% LTV
- Non-Recourse
- 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 TRANSACTION MANAGEMENT & MARKETING



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# Non Disclosure Agreement

## Regarding Property: Offering #11167388 80-100 Site RV Park in Kansas City, KS 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

\_\_\_\_\_  
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