

09/09/25

#06065374

>> SKIP TO NDA

Colorado Springs MSA, CO  
Mountainside RV Park

★★★★★ 🏠 60+/- Sites 🧑 ALL-AGE

 **Yale**  
Realty & Capital Advisors



**\$4,900,000** TARGET PRICE





## PRESENTED BY



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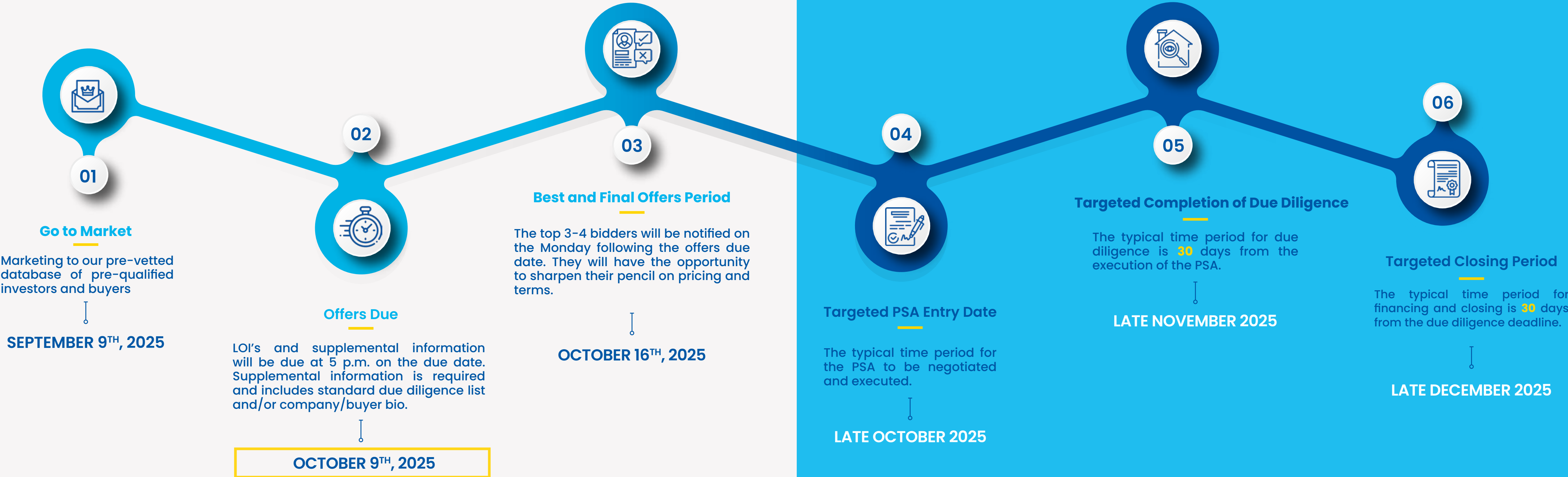
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# Target Deal Timeline

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# Property Highlights

**Unbeatable Location:** Minutes from downtown Manitou Springs, Garden of the Gods, and Pikes Peak

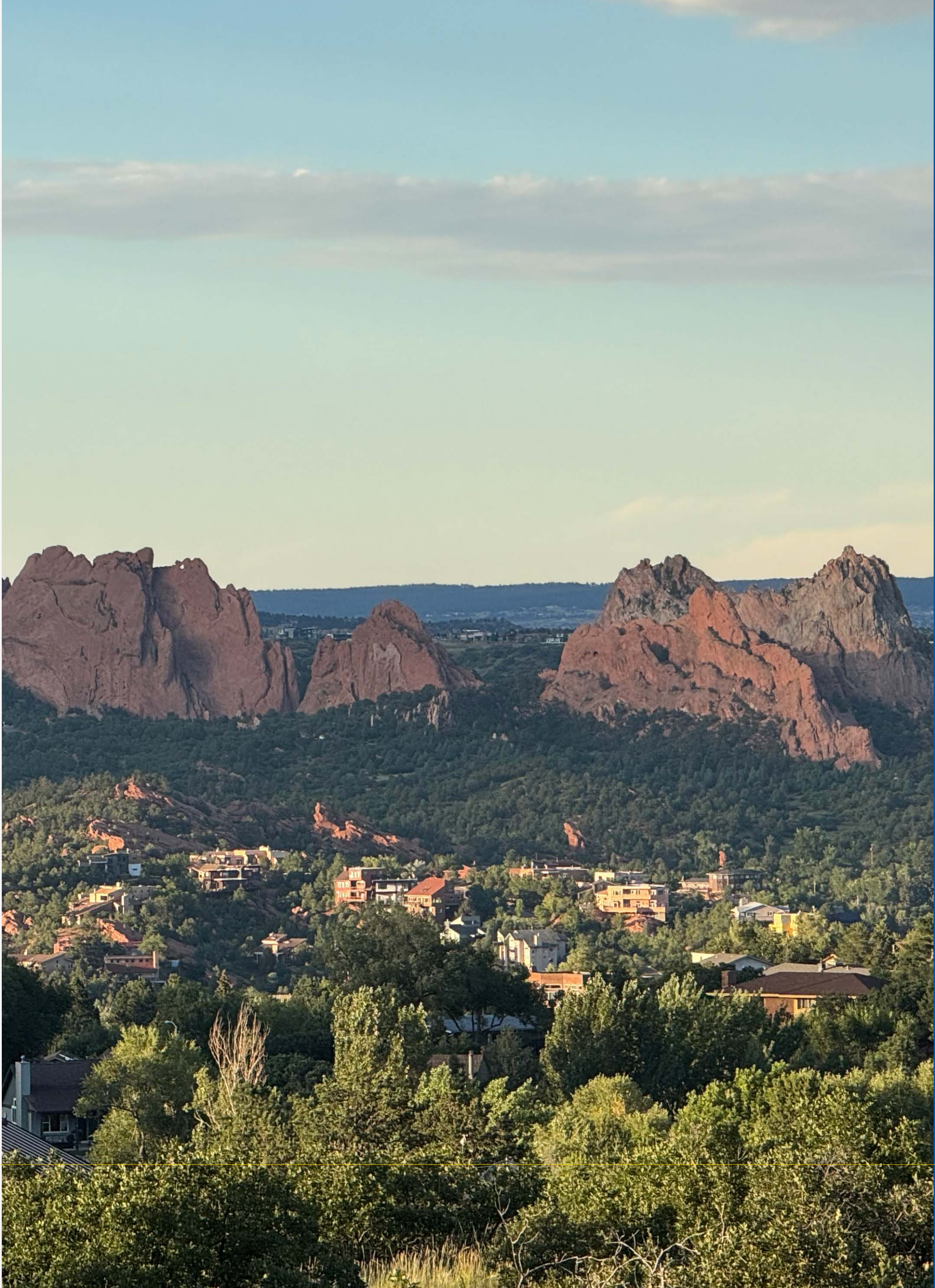
**Irreplaceable Setting:** 60+/- RV sites and a charming historic home with stunning creekside sites and mountain views

**Strong Investment:** Flexible overnight and monthly rentals provide balanced income in a high-demand tourism market

**Nearby Recreation:** Includes 14,000-foot Pikes Peak, hiking trails, the Manitou Incline, and Red Rock Canyon—a 1,474-acre park with 11 hiking trails

**Exclusive Perks:** Guests enjoy Wi-Fi, laundry, showers, dog runs, and unparalleled amenities at the adjacent Community Pool & Fitness Center, basketball court, and playground

**High Barriers to Entry:** Local land constraints and restrictive zoning limit new competition.



# Property Discussion

Nestled in the heart of Manitou Springs, just a mile from the charming Manitou Springs downtown and minutes from Colorado Springs, this is a prime investment opportunity in one of Colorado’s most vibrant tourism markets. The property boasts a strong cash-on-cash return starting around 7.5%, and arriving north of 15% in year five, with a 20%+ IRR. This family-friendly RV park capitalizes on the region’s booming outdoor recreation industry, drawing millions of visitors annually to the Southern Rockies for hiking, sightseeing, and adventure sports. With its irreplaceable location, the property taps into a steady stream of tourists seeking convenient access to world-renowned attractions, supporting high occupancy rates and steady revenue for savvy buyers looking to own a piece of this thriving market.

The park’s unparalleled access to national landmarks and natural wonders sets it apart as an exceptional property. Guests are minutes from the iconic Garden of the Gods National Landmark, the challenging Manitou Incline, Seven Falls, and the majestic Pikes Peak, the highest summit in the Southern Rockies. Additional nearby gems include 1,474-acre Red Rock Canyon Open Space and the Manitou Cliff Dwellings, making it a gateway for outdoor enthusiasts. This proximity not only enhances guest experiences but also positions the property as a high-value asset in a market where demand for nature-immersed accommodations continues to surge, offering buyers the chance to acquire a turnkey operation with built-in appeal.

Adding to its allure is the incredible creekside setting, where a calming creek meanders through one side of the park, fostering wildlife encounters with deer, ducks, and beavers, while trailside sites offer breathtaking views of Pikes Peak. The property’s partnership with the neighboring Manitou Springs Pool & Fitness Center—just next door and a few minutes’ walk away—provides guests with exclusive access to amenities like swimming pools and fitness facilities. This seamless integration of natural serenity, urban convenience, and recreational perks creates a compelling opportunity for purchase, ideal for investors aiming to capitalize on Colorado’s evergreen tourism economy.



Property Overview →

PROPERTY DETAILS

Property Type	RV Park
Star Rating	4 Stars
Year Built	1960's
Age Restriction	All-Age
Number of Sites	60+/- Sites
Property Acreage	3 Ac. +/-
Sites/Acre	~20 Sites/Ac
Avg. Annual Revenue Per Site	\$12,000 +/-
Average Site Dimensions	10' x 25'
Flood Zone	Zone AE - 100 Year Flood Zone

INFRASTRUCTURE

Water Service	Municipal
Sewer Service	Septic
Water Line Construction	Copper
Sewer Line Construction	-
Water & Sewer Line Maintenance	Resort Responsibility
Water & Sewer Meters Available	None
Water & Sewer Billing	Billed to Resort
Trash Service	Dumpster
Trash Billing	Billed to Resort
Electric Amperage	40% 30/50 Amp - 60% 30 Amp
Grounds Lawn Maintenance	Resort Responsibility
Road Construction	Asphalt/Gravel
Road Maintenance	Resort Responsibility



Property Amenities Highlights



Natural Creek



Office/Store



Picnic Tables  
& Pavilions



WiFi Access



Bath/ Shower  
Facility



Laundry Facility



2 Dog Parks



Dog Wash  
Station



Free Shuttle  
Pickup

Adjacent Amenities Highlights



Indoor Pool



Outdoor Splash  
Pad & Pool



Playground



Fitness Center



Basketball Court



Bike Trail to  
Garden of the  
Gods





Property Photos →

PROPERTY AERIAL	1	STREET VIEW	2	STREET VIEW	3	STREET VIEW	4
STREET VIEW	5	STREET VIEW	6	STREET VIEW	7	SINGLE FAMILY RENTAL HOUSE	8



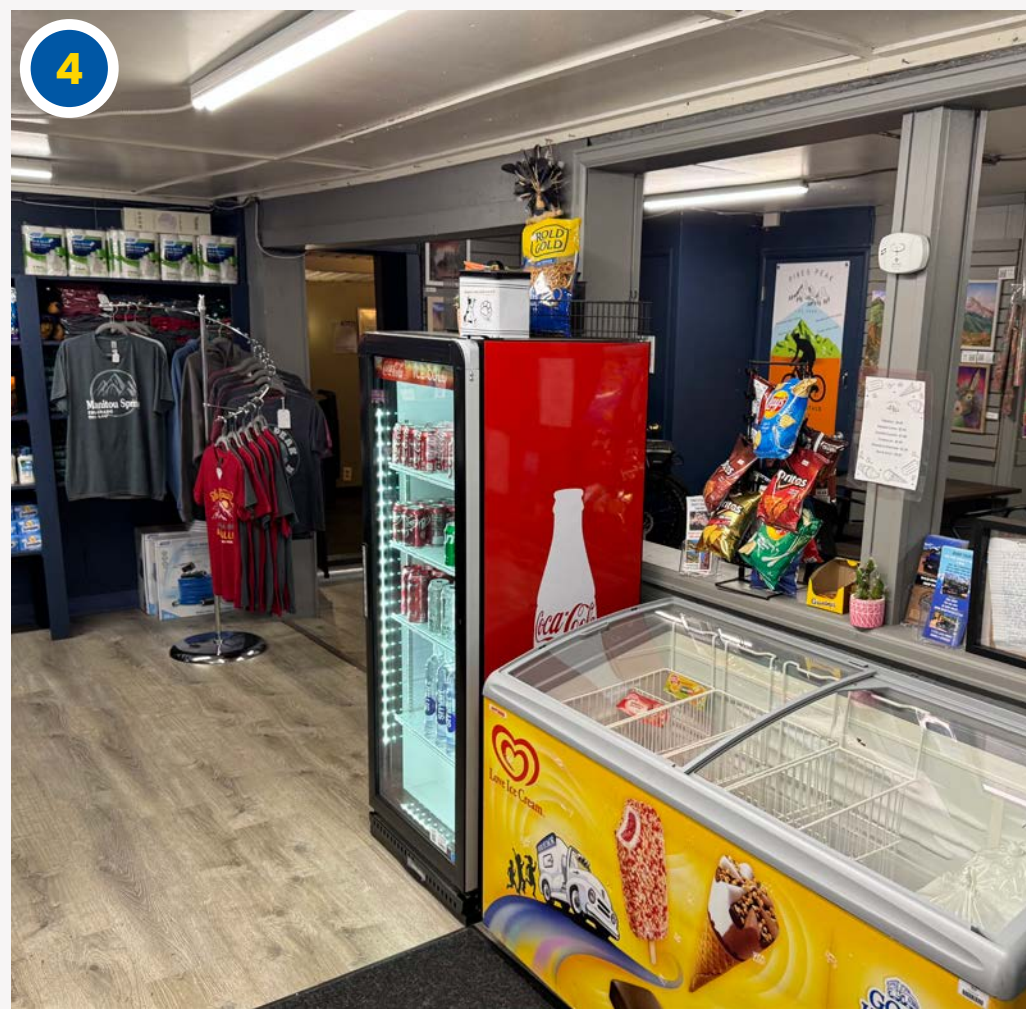
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Amenity Photos →

OFFICE/STORE EXTERIOR	1	BATH FACILITIES EXTERIOR	2	BATH FACILITIES INTERIOR	3	STORE INTERIOR	4
DOG WASH	5	OFFICE INTERIOR	6	DOG PARK	7	LAUNDRY FACILITY	8



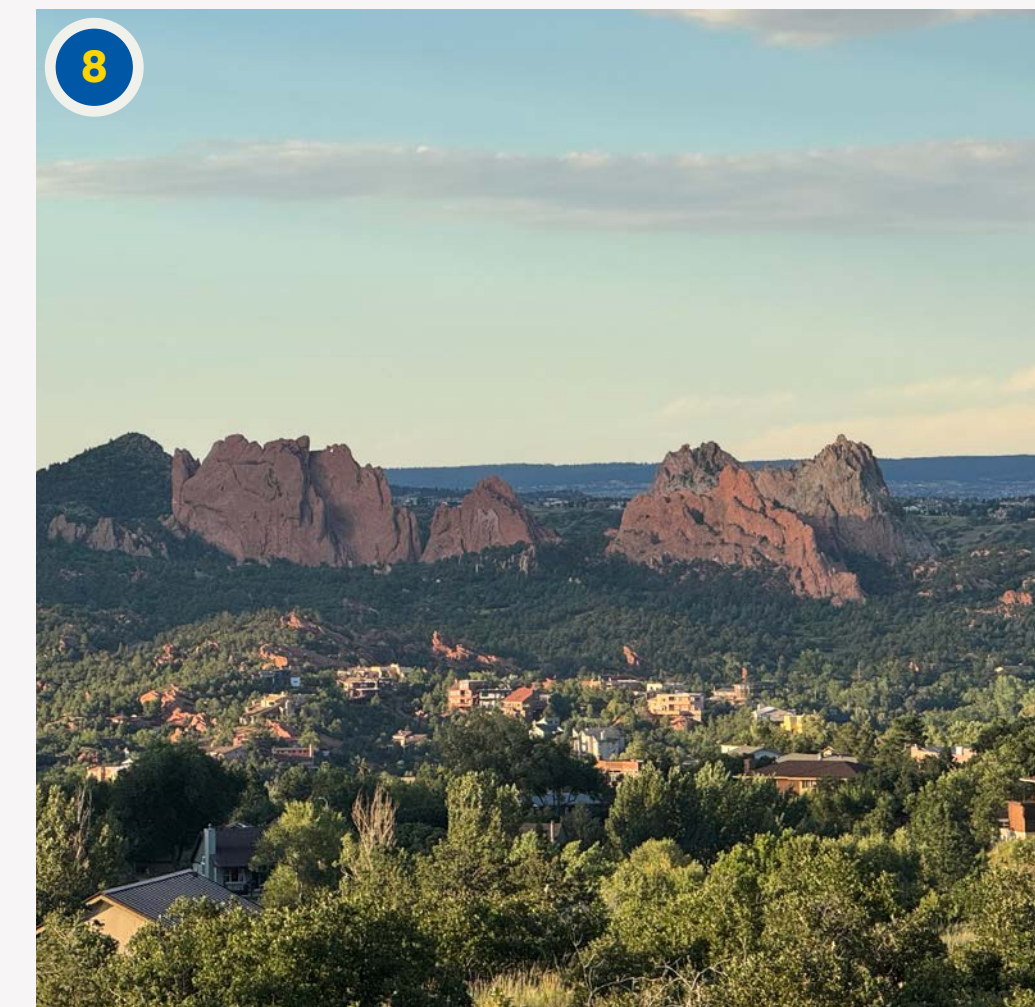
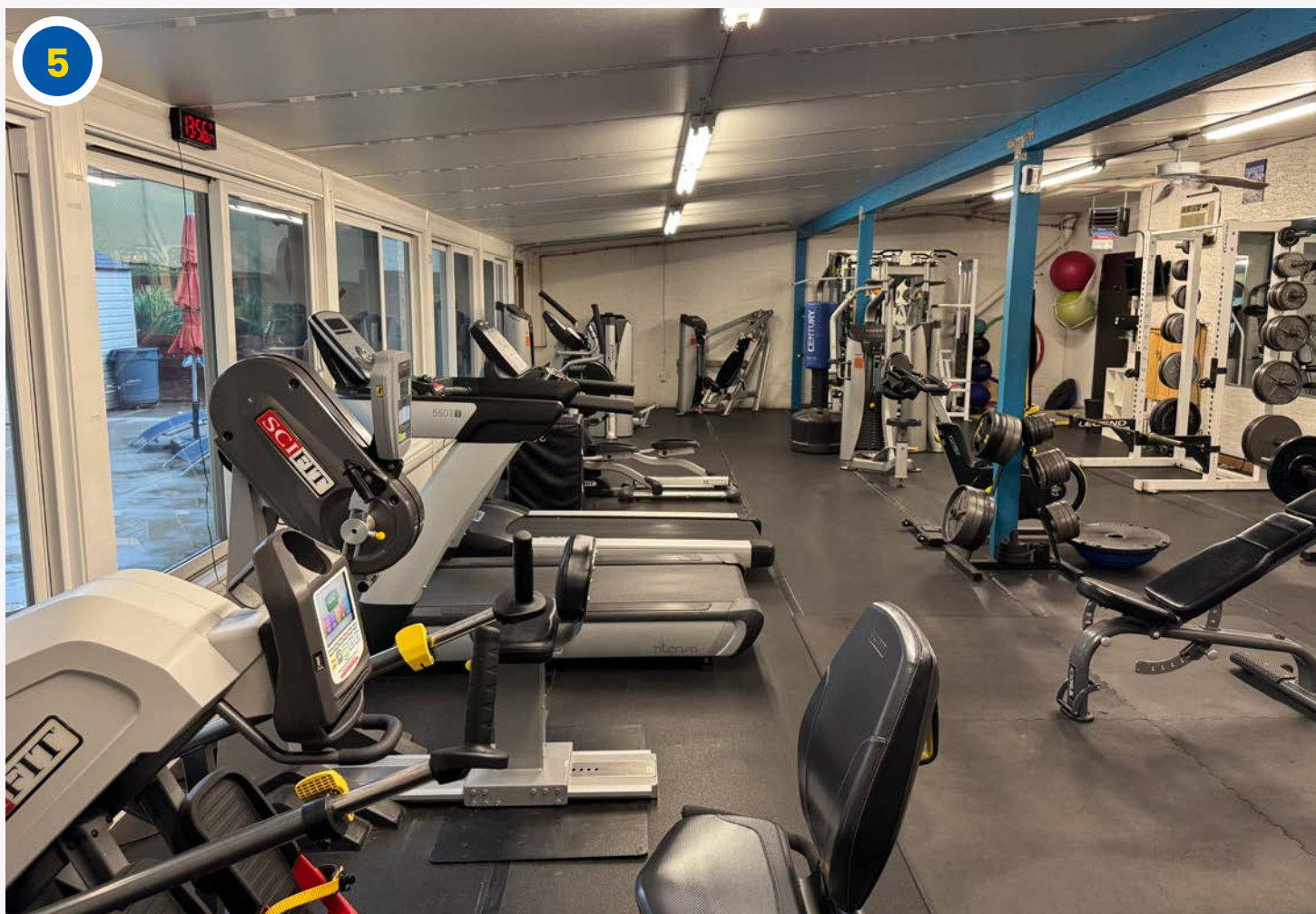
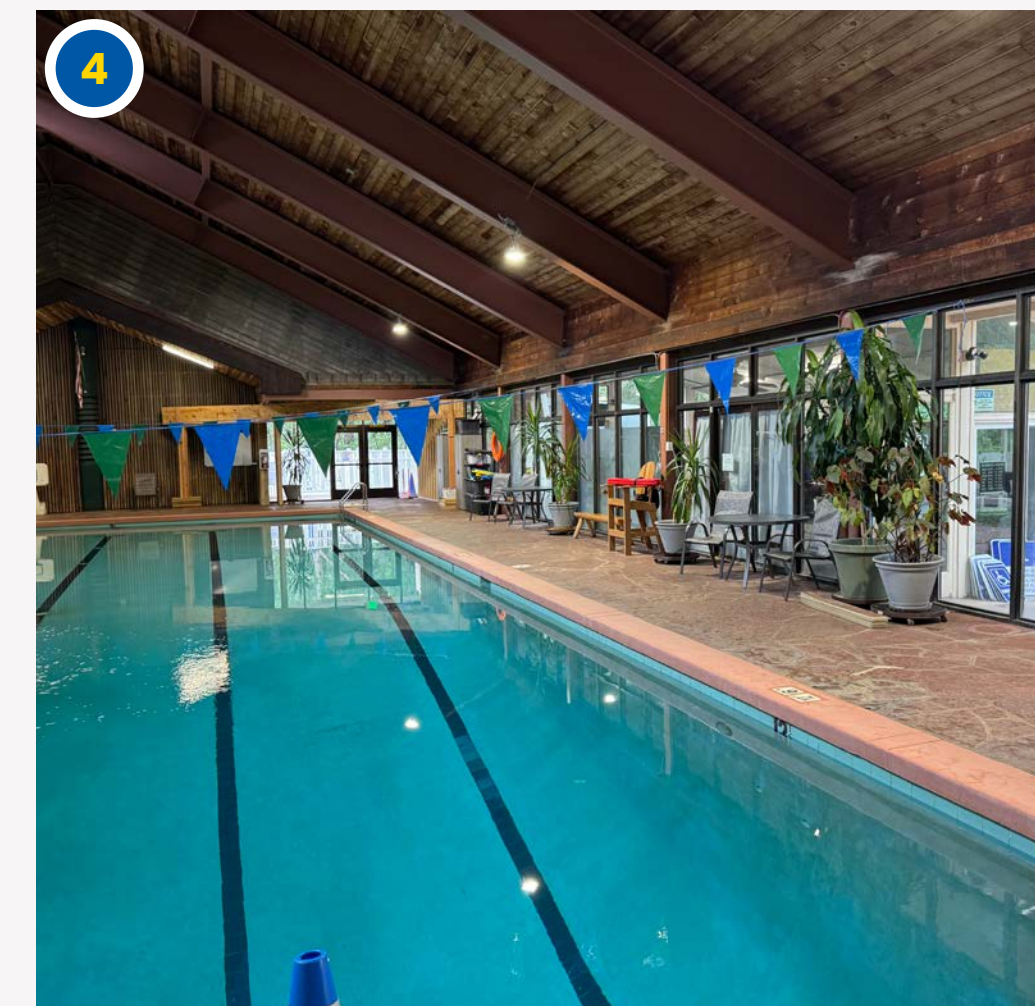
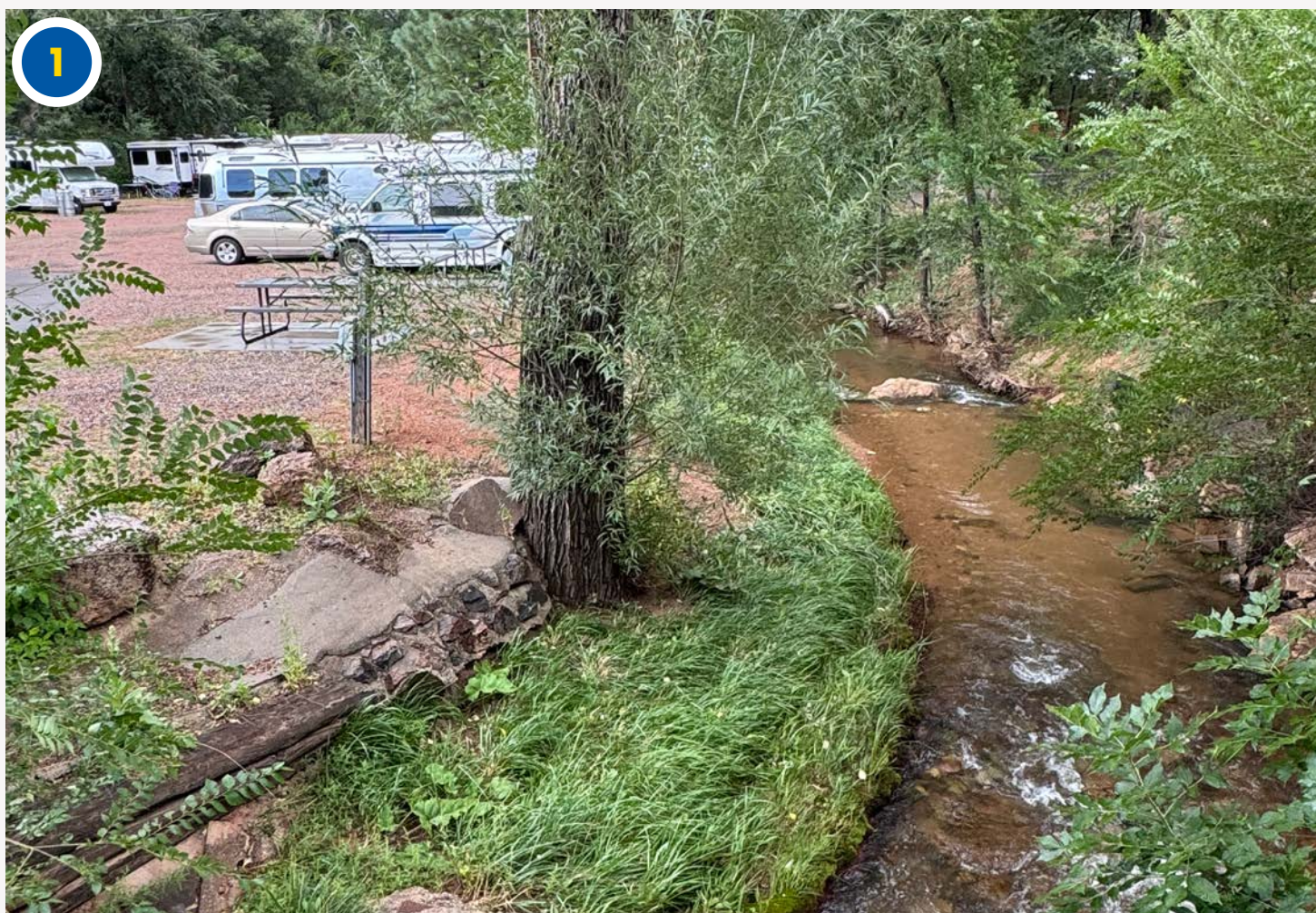
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Adjacent Amenities →

ADJACENT NATURAL CREEK	1	ADJACENT PARK	2	BIKE TRAILS	3	COMMUNITY INDOOR POOL	4
COMMUNITY FITNESS CENTER	5	OUTDOOR POOL & SPLASH PAD	6	COMMUNITY PLAYGROUND	7	ACCESS TO NATURE	8





Purchase Overview →

PURCHASE OVERVIEW	
TARGET PRICE	\$4,900,000
Down Payment	\$1,900,000
Loan Amount	\$3,000,000
PER SITE OVERVIEW	
Purchase Price Per Site	\$66,150 – \$86,000
SFR Value	\$600,000
Revenue Per Site	\$11,600 – \$15,050
Expense Per Site	(\$6,000 – \$7,850)
DISPOSITION ASSUMPTIONS	
Exit Capitalization Rate	8.00%
Projected Selling Expenses	3.00%

FINANCIAL MEASUREMENTS	YEAR 1	YEAR 3	YEAR 5
EFFECTIVE GROSS INCOME	753,459	861,033	983,410
Less: Operating Expenses	(391,512)	(421,837)	(452,608)
Operating Expenses Ratio	52.0%	49.0%	46.0%
NET OPERATING INCOME	361,947	439,196	530,802
Less: Annual Debt Service	(217,500)	(245,583)	(245,583)
Debt Coverage Ratio	1.66	1.79	2.16
NET CASH FLOW	144,447	193,612	285,218
Cap. Rate on Cost	7.39%	8.96%	10.83%
Exit Cap. Rate Assumption	8.00%	8.00%	8.00%
Economic Occupancy %	100.0%	100.0%	100.0%
Gross Rent Multiplier	6.5	6.4	6.7
CASH ON CASH RETURN	7.6%	10.2%	15.0%
INTERNAL RATE OF RETURN (IRR)	N/A	15.8%	21.5%

Proposed Financing Overview →

PROPOSED FINANCING OVERVIEW	
Down Payment	\$1,900,000
LOAN AMOUNT	\$3,000,000
Loan to Value	61%
Interest Rate	7.25%
Amortization	30 Years
Interest Only Period	2 Years
Loan Term	5 Years
Interest Only Payment	\$18,125
Amortization Payment	\$20,465
Financing Type	Local Bank
Quote Date	Quoted August 2025



1ST YEAR CAP RATE

7.4%



PRICE/SITE

\$66,150 – \$86,000



INTEREST RATE

7.25%



LOAN TERM

5 Years



FINANCING TYPE

Local Bank





Pro Forma Growth Assumptions →

START DATE & HOLD PERIOD	- Pro Forma Start Date: 1/1/2026					
	- Projected Hold Period: 5+ Years					
RENTAL REVENUE GROWTH	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	
	Revenue Increase	7.0%	7.0%	7.0%	7.0%	7.0%
LEASE UP	- None					
GLOBAL OTHER INCOME GROWTH	- Global other income growth of 5% per year					
GENERAL & ADMINISTRATIVE – CC FEES	- Budgeted to remain at 3.3% of EGI					
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 estimate the taxable value will likely increase by ~10%. Since purchase of the asset, the property has been reassessed twice, and taxes have only increase marginally with the increase in revenue. - Tax Reassessment Liability: Colorado is on a 2 year reassessment cycle, and is reassessed every odd year. The next reassessment will occur in 2027 and will be payable in year 3 of the hold period.					
DISPOSITION ASSUMPTIONS	- Exit Capitalization Rate: 8.00% - Selling Expenses: 3.00%					

PROPOSED FINANCING OVERVIEW

INTEREST RATE	LOAN AMOUNT	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE
7.25%	\$3,000,000	30 Years	2 Years	5 Years	Local Bank

5 Year Pro Forma →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Rental Income	665,101	711,613	761,545	814,897	871,669
Rental Income Increase	46,512	49,932	53,352	56,772	60,876
Other Income	41,846	43,938	46,135	48,442	50,864
EFFECTIVE GROSS INCOME	753,459	805,484	861,033	920,111	983,410
EXPENSES					
Advertising	25,000	25,750	26,523	27,318	28,138
Ancillary Operational Expenses	2,660	2,740	2,822	2,907	2,994
Cable, Phone, Internet	10,800	11,124	11,458	11,801	12,155
Electric	50,500	52,015	53,575	55,183	56,838
General & Administrative	22,880	23,566	24,273	25,002	25,752
General & Administrative – CC Fees	24,600	26,299	28,112	30,041	32,108
Insurance	36,500	37,595	38,723	39,885	41,081
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%	30,138	32,219	34,441	36,804	39,336
Payroll Expense	107,225	110,442	113,755	117,168	120,683
Professional Fees	3,000	3,090	3,183	3,278	3,377
Real Estate Taxes	19,784	20,377	20,989	21,618	22,267
Real Estate Taxes Reassessment			2,000	2,060	2,122
Repairs & Maintenance	33,350	34,351	35,381	36,442	37,536
Replacement Reserves	2,850	2,936	3,024	3,114	3,208
Supplies	4,100	4,223	4,350	4,480	4,615
Tenant Relations	2,950	3,039	3,130	3,224	3,320
Trash	6,200	6,386	6,578	6,775	6,978
Water & Sewer	7,475	7,699	7,930	8,168	8,413
TOTAL EXPENSES	391,512	405,395	421,837	436,907	452,608
NET OPERATING INCOME	361,947	400,089	439,196	483,204	530,802
LESS: ANNUAL DEBT SERVICE	(217,500)	(217,500)	(245,583)	(245,583)	(245,583)
NET CASH FLOW	144,447	182,589	193,612	237,621	285,218





Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	711,613	761,545	814,897	871,669	932,545
Other Income	41,846	43,938	46,135	48,442	50,864
EFFECTIVE GROSS INCOME	753,459	805,484	861,033	920,111	983,410
Less: Operating Expenses	(391,512)	(405,395)	(421,837)	(436,907)	(452,608)
Operating Expense Ratio	52.0%	50.3%	49.0%	47.5%	46.0%
NET OPERATING INCOME	361,947	400,089	439,196	483,204	530,802
Less: Annual Debt Service	(217,500)	(217,500)	(245,583)	(245,583)	(245,583)
NET CASH FLOW	144,447	182,589	193,612	237,621	285,218
PROPERTY RESALE ANALYSIS					
Projected Sales Price	4,524,342	5,001,111	5,489,949	6,040,052	6,635,022
Less: Selling Expenses	(135,730)	(150,033)	(164,698)	(181,202)	(199,051)
Less: Loan Balance	(3,000,000)	(3,000,000)	(2,970,964)	(2,939,752)	(2,906,200)
NET SALE PROCEEDS	1,388,612	1,851,078	2,354,286	2,919,098	3,529,771
CASH SUMMARY					
Net Cash Flow	144,447	182,589	193,612	237,621	285,218
Previous Years Net Cash Flow		144,447	327,036	520,649	758,269
Net Sale Proceeds	1,388,612	1,851,078	2,354,286	2,919,098	3,529,771
Down Payment	(1,900,000)	(1,900,000)	(1,900,000)	(1,900,000)	(1,900,000)
TOTAL CASH GENERATED	(366,941)	278,114	974,935	1,777,367	2,673,259
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost	7.4%	8.2%	9.0%	9.9%	10.8%
Exit Cap. Rate Assumption	8.0%	8.0%	8.0%	8.0%	8.0%
Loan Constant	7.25%	7.25%	8.19%	8.19%	8.19%
Debt Coverage Ratio	1.66	1.84	1.79	1.97	2.16
Loan to Value Ratio	66%	60%	54%	49%	44%
Debt Yield	12.1%	13.3%	14.6%	16.1%	17.7%
Gross Income Multiplier	6.5	6.2	6.4	6.6	6.7
Cash on Cash Return	7.6%	9.6%	10.2%	12.5%	15.0%
Internal Rate of Return (IRR)	N/A	7.3%	15.8%	19.7%	21.5%







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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 #06065374 60 +/- Site Mountainside RV Park in the Colorado Springs, CO 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 Brian McDonald (or any party designated by Brian McDonald) (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

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