

12/04/25

#14190742

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## Coastal Maine Maine Campground

★★★★★ 🏠 125+/- Sites 👤 ALL-AGE

 **Yale**  
Realty & Capital Advisors



**\$5,750,000** TARGET PRICE





## PRESENTED BY



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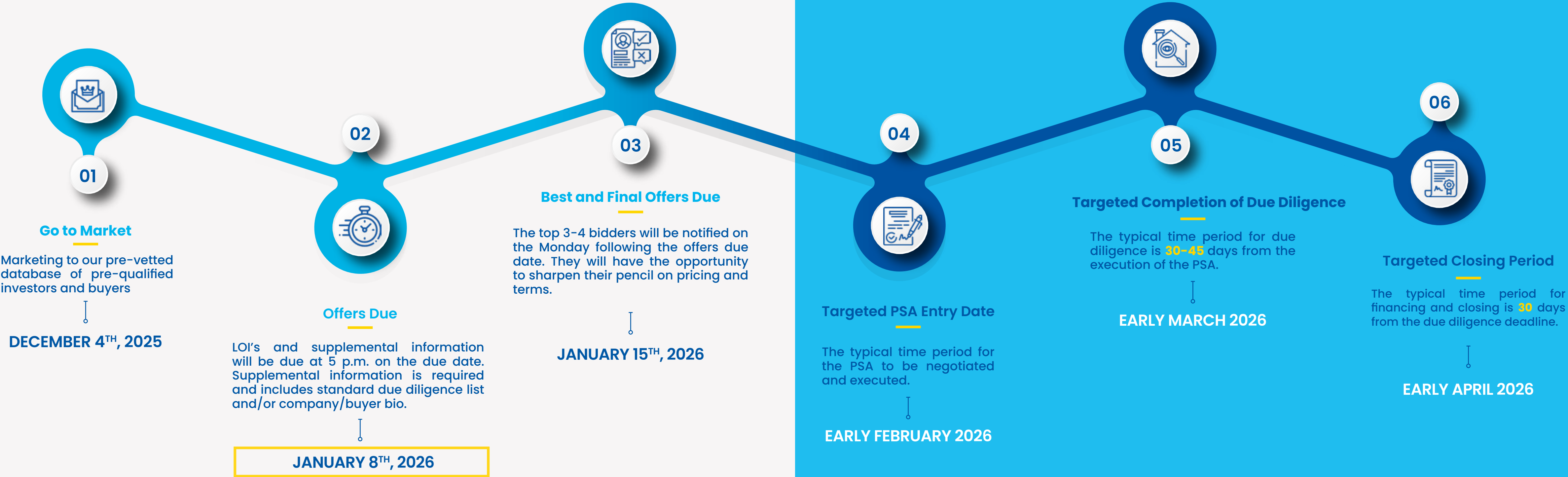
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# Deal Timeline

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## Property Highlights

**Revenue Growth Potential:** 25%  
Below Market Rates

**Consistent Demand:** Lengthy  
waitlist for seasonal sites

**Well Amenitized:** Heated pool,  
fishing pond, modern bathhouses &  
laundry facility, and camp store

**High Quality:** Turnkey property with  
well maintained infrastructure

**Picturesque, Peaceful Location:**  
Minutes to area beaches, shops, and  
restaurants



## Property Discussion

Highlighting the promise of the well-located subject property is a chance to dramatically improve year one revenue and then mark to market rates which remain 25% below comparable properties.

With 125+/- RV and campsites, the turn-key property is fully equipped with historic manager's residence, camp store, equipment barn and an additional on-site single-family home for extra revenue via short or long-term rental. Expansion potential can further drive revenue growth.

Amenities over the 30+ acre site include heated pool, stocked fishing pond, walking paths, playground and modern bathhouses/laundry accessed by gravel roads and paths ... all minutes from neighboring historic coastal villages.

The subject property has seen many improvements in recent years. The manager's residence, additional SFR and camp store have been completely renovated. Private well and septic systems service the property with polyethylene (plastic) water supply and PVC sewer lines while 30/50 amp electric is available at all sites. Infrastructure is well maintained and in good condition.

There is incredible seasonal demand in the submarket. The offering presents a great opportunity for a local, regional or national operator to leverage existing draw, expand and bring rates in line with competition



Property Parcel Map →

PROPERTY DETAILS

Property Type	RV Campground
Star Rating	3 Stars
Age Restriction	All-Age
Number of Sites	125+/- RV & Campsites
Property Acreage	25+/- Ac.
Sites/Acre	~4 Sites/Ac
Average Annual Revenue per Site	\$5,200+/-
Average Site Dimensions	55' x 30'
Flood Zone	Zone X/Zone AE – No Flood Risk

INFRASTRUCTURE

Water Service	Well
Sewer Service	Septic
Water Line Construction	Polyethylene (Plastic)
Sewer Line Construction	PVC
Water & Sewer Line Maintenance	Campground Responsibility
Water & Sewer Meters Available	All Sites Metered
Water & Sewer Billing	Included in Rent
Trash Service	Dumpster
Trash Billing	Included in Rent
Electric Amperage	30/50 Amp
Electric Billing	Seasonal & Monthly Guests Only
Tenant Lawn Maintenance	Campground Responsibility
Road Construction	Gravel Roads
Road Maintenance	Campground Responsibility



Property Amenities Highlight



Swimming Pool



Camp Store



Playground



Fishing Pond



Laundry Facility



Restrooms/  
Showers



Volleyball Court



On-Site  
Management





Property Photos →

PROPERTY AERIAL	1	STREET VIEW	2	SINGLE FAMILY RENTAL	3	STREET VIEW	4
STREET VIEW	5	SWIMMING POOL	6	AIR STREAM RENTAL	7	PLAYGROUND	8



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Purchase Overview →

PURCHASE OVERVIEW		FINANCIAL MEASUREMENTS			
TARGET PRICE	\$5,750,000		YEAR 1	YEAR 3	YEAR 5
Down Payment	\$2,425,000	EFFECTIVE GROSS INCOME	805,552	1,016,704	1,159,933
Loan Amount	\$3,325,000	Less: Operating Expenses	(395,946)	(442,414)	(480,571)
PER SITE OVERVIEW		Operating Expenses Ratio	49.2%	43.5%	41.4%
Purchase Price Per Site	\$38,350 – \$57,500	NET OPERATING INCOME	409,606	574,290	679,362
Revenue Per Site	\$5,350 – \$8,050	Less: Annual Debt Service	(232,750)	(265,456)	(265,456)
Expense Per Site	(\$2,650 – \$3,950)	Debt Coverage Ratio	1.76	2.16	2.56
DISPOSITION ASSUMPTIONS		NET CASH FLOW	176,856	308,834	413,906
Exit Capitalization Rate	8.75%	Cap. Rate on Cost	7.03%	9.73%	11.51%
Projected Selling Expenses	3.00%	Exit Cap. Rate Assumption	8.75%	8.75%	8.75%
		Economic Occupancy %	100.0%	100.0%	100.0%
		Gross Rent Multiplier	7.1	6.5	6.7
		CASH ON CASH RETURN	7.1%	12.0%	16.1%
		INTERNAL RATE OF RETURN (IRR)	N/A	15.4%	20.3%

Proposed Financing Overview →

PROPOSED FINANCING OVERVIEW	
Total Equity Contribution	\$2,425,000
LOAN AMOUNT	\$3,325,000
Loan to Value	58%
Interest Rate	7.00%
Amortization	30 Years
Interest Only Period	1 Years
Loan Term	5 Years
Interest Only Payment	\$19,396
Amortization Payment	\$22,121
Financing Type	Local Bank
Quote Date	November 2025



1ST YEAR CAP RATE

7.1%



PRICE/SITE

\$38,350 – \$57,500



INTEREST RATE

7.00%



LOAN TERM

5 Years



FINANCING TYPE

Local Bank



Pro Forma Growth Assumptions →

START DATE & HOLD PERIOD		- Pro Forma Start Date: 4/1/2026 - Projected Hold Period: 5+ Years				
		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
RENTAL REVENUE GROWTH	Partial Hook Up Transient RV's	7%	7%	7%	7%	7%
	Full Hook Up Transient Rv's	7%	7%	7%	7%	7%
	Seasonal RV's	-	7%	7%	7%	7%
	Park Owned RV's	7%	7%	7%	7%	7%
	Rental Homes	-	5%	5%	5%	5%
	Tents	7%	7%	7%	7%	7%
PARTIAL HOOK UP UPGRADE TO FULL HOOK UP		- We project 15 sites upgraded to full hook up in year 1 at \$5k per site. These sites will generate an additional ~\$3k per site. The remaining 15 sites will be upgraded in year 2 and producing the same incremental revenue in year 3. This budgeted income reflects only the additional ~\$3k per site over partial hook up sites.				
LODGING TAX INCOME		- Budgeted to remain at the average of ~8% of all rental and store income.				
GENERAL & ADMINISTRATIVE – CC FEES		- Budgeted based on the ~2% of 2024 EGI				
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		- <b>Tax Reassessment Liability:</b> We project no RE tax liability on sale.				
PROPOSED FINANCING OVERVIEW						
INTEREST RATE	LOAN AMOUNT	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE	
7.00%	\$3,325,000	30 Years	1 Years	5 Years	Local Bank	

5 Year Pro Forma →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Rental Income	709,135	725,311	774,847	827,431	884,503
Rental Income Increase	16,176	49,536	52,584	57,072	60,240
Partial Hook Up Upgrade to Full Hook Up		46,060	98,600	105,440	112,640
Other Income	22,600	23,730	24,917	26,162	27,470
Lodging Tax Income	57,641	61,578	65,757	70,292	75,080
EFFECTIVE GROSS INCOME	805,552	906,215	1,016,704	1,086,398	1,159,933
EXPENSES					
Advertising	5,000	5,150	5,305	5,464	5,628
Auto Expense	1,500	1,545	1,591	1,639	1,688
Cable, Phone, Internet	17,200	17,716	18,247	18,795	19,359
Electric	20,700	21,321	21,961	22,619	23,298
General & Administrative	3,125	3,219	3,315	3,415	3,517
General & Administrative – CC Fees	18,625	20,952	23,507	25,118	26,819
Insurance	18,000	18,540	19,096	19,669	20,259
Licenses & Permits	1,200	1,236	1,273	1,311	1,351
Meals, Travel, & Entertainment	1,500	1,545	1,591	1,639	1,688
Off-Site Management Fees @ 4.0%	32,222	36,249	40,668	43,456	46,397
Payroll Expense	86,250	88,838	91,503	94,248	97,075
Professional Fees	5,000	5,150	5,305	5,464	5,628
Propane	3,500	3,605	3,713	3,825	3,939
Real Estate Taxes	28,899	29,766	30,659	31,579	32,526
Repairs & Maintenance	44,975	46,324	47,714	49,145	50,620
Replacement Reserves	6,750	6,953	7,161	7,376	7,597
Supplies	30,500	31,415	32,357	33,328	34,328
Taxes – Other	60,250	67,779	76,043	81,255	86,755
Trash	2,750	2,833	2,917	3,005	3,095
Water & Sewer	8,000	8,240	8,487	8,742	9,004
TOTAL EXPENSES	395,946	418,375	442,414	461,092	480,571
NET OPERATING INCOME	409,606	487,840	574,290	625,306	679,362
LESS: ANNUAL DEBT SERVICE	(232,750)	(265,456)	(265,456)	(265,456)	(265,456)
NET CASH FLOW	176,856	222,385	308,834	359,850	413,906





Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	725,311	820,907	926,031	989,943	1,057,383
Other Income	80,241	85,308	90,673	96,455	102,550
EFFECTIVE GROSS INCOME	805,552	906,215	1,016,704	1,086,398	1,159,933
Less: Operating Expenses	(395,946)	(418,375)	(442,414)	(461,092)	(480,571)
Operating Expense Ratio	49.2%	46.2%	43.5%	42.4%	41.4%
NET OPERATING INCOME	409,606	487,840	574,290	625,306	679,362
Less: Annual Debt Service	(232,750)	(265,456)	(265,456)	(265,456)	(265,456)
NET CASH FLOW	176,856	222,385	308,834	359,850	413,906
PROPERTY RESALE ANALYSIS					
Projected Sales Price	4,681,211	5,575,318	6,563,312	7,146,350	7,764,133
Less: Selling Expenses	(140,436)	(167,260)	(196,899)	(214,391)	(232,924)
Less: Loan Balance	(3,325,000)	(3,291,224)	(3,255,007)	(3,216,172)	(3,174,529)
NET SALE PROCEEDS	1,215,774	2,116,834	3,111,406	3,715,788	4,356,680
CASH SUMMARY					
Net Cash Flow	176,856	222,385	308,834	359,850	413,906
Previous Years Net Cash Flow		101,856	249,241	558,075	917,925
Net Sale Proceeds	1,215,774	2,116,834	3,111,406	3,715,788	4,356,680
Partial Hook Up Conversion Costs	(75,000)	(75,000)			
Down Payment	(2,425,000)	(2,425,000)	(2,425,000)	(2,425,000)	(2,425,000)
TOTAL CASH GENERATED	(1,107,370)	(58,925)	1,244,481	2,208,713	3,263,511
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost	7.1%	8.5%	10.0%	10.9%	11.8%
Exit Cap. Rate Assumption	8.75%	8.75%	8.75%	8.75%	8.75%
Loan Constant	7.0%	8.0%	8.0%	8.0%	8.0%
Debt Coverage Ratio	1.76	1.84	2.16	2.36	2.56
Loan to Value Ratio	71%	59%	50%	45%	41%
Debt Yield	12.3%	14.7%	17.3%	18.8%	20.4%
Gross Rent Multiplier	7.1	6.2	6.5	6.6	6.7
Cash on Cash Return	7.1%	8.6%	12.0%	14.0%	16.1%
Internal Rate of Return (IRR)	N/A	N/A	15.4%	18.7%	20.3%





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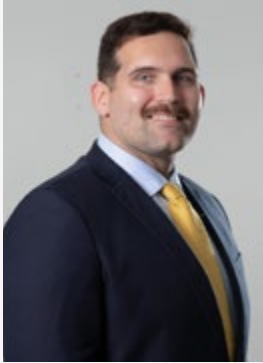




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- Up to 80% LTC
- Non-Recourse

### Bank Loans

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- Up to 30 Year AM, Partial Interest-Only
- Up to 80% LTC
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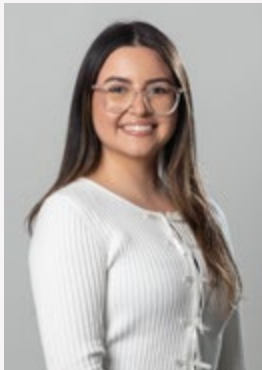
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# Non Disclosure Agreement

## Regarding Property: Offering #14190742 - 125+/- Site Campground in Southern Coastal Maine

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 Mike Normandeau (or any party designated by Mike Normandeau) (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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