

12/30/25

#04317514

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Southwest Region
Long-Term RV Park

★★★★★ 🏠 300 +/- Sites 👤 ALL-AGE



\$10,900,000 TARGET PRICE



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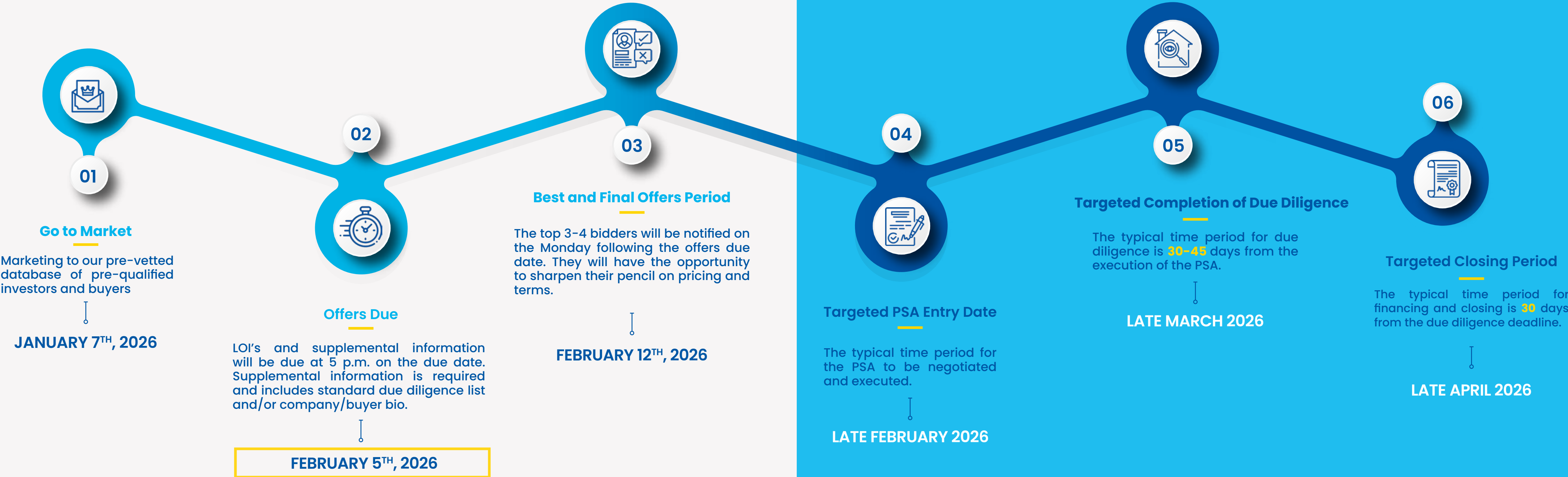
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Deal Timeline

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Property Highlights

Established Long-Term RV Community – Large-scale, all-age park serving extended-stay residents in a supply-constrained Southwest submarket.

Zoned for Manufactured Housing Infill – Mobile home park zoning with oversized lots provides a clear pathway to long-term MH backfill and increased stability.

Historically Stable Performance – Consistent occupancy with a brief COVID disruption followed by a rapid return to peak levels.

Delaware Basin Demand Drivers – Sustained housing demand supported by infrastructure development, logistics, and energy-related employment beyond extraction cycles.

Multiple Paths to Value Creation – Rent growth, operational efficiencies, and optional MH infill create attractive upside for a hands-on regional owner-operator.



Property Discussion

Subject Property represents a compelling opportunity to acquire a large-scale, all-age, long-term RV / MH community located in the Southwest US, at the core of the Delaware Basin portion of the Permian. Unlike more volatile energy submarkets, the Delaware Basin benefits from sustained infrastructure investment and long-term development needs that extend beyond near-term commodity pricing. Even during periods of moderated energy extraction, the region continues to require housing for infrastructure build-out, maintenance, logistics, and essential services, creating durable demand for long-term RV and manufactured housing communities.

The property is zoned as a mobile home park and features large, well-laid-out lots, presenting a meaningful long-term opportunity to selectively backfill the community with manufactured homes. This optionality allows future ownership to gradually transition portions of the park toward more permanent housing, enhance stability, and further reduce exposure to short-term market fluctuations. The zoning, lot configuration, and overall scale of the site provide flexibility that is increasingly difficult to replicate in supply-constrained Southwest markets.

Operationally, the Subject has been historically well stabilized, with consistently strong occupancy supported by a diversified tenant base tied to energy, construction, infrastructure, and regional employment. The property experienced a brief disruption during COVID but rebounded quickly, returning to peak occupancy levels faster than many comparable markets. Professional management, established operations, and a loyal long-term resident profile have positioned the Property as a preferred housing solution within its submarket.

From an investment standpoint, the Subject Property offers a balanced combination of in-place cash flow, proven operating history, and future upside. Continued rent growth, operational efficiencies, and the potential infill of manufactured homes provide multiple pathways for value creation. With ongoing infrastructure investment, supportive federal energy policy, and no indication that Permian Basin activity is slowing materially, the Subject is well positioned to benefit from the region’s durable economic foundation while offering exposure to a recession-resilient asset class well suited for experienced regional owner-operators.

Property Details →

PROPERTY DETAILS

Property Type	MH & Long Term RV Park
Star Rating	3 Stars
Age Restriction	All-Age
Number of Sites	300 Sites
Occupancy Rate	94.9%
Inventory %	1.6%
Property Acreage	30-40 Acres
Avg Annual Revenue Per Site	\$8,100 +/-
Average Site Dimensions	15' x 35'
Flood Zone	Zone X- No Flood Risk

INFRASTRUCTURE

Water Service	Municipal
Sewer Service	Municipal
Water & Sewer Billing	Billed to Community (except MHs)
Trash Service	Curbside
Trash Billing	Billed to Community
Electric Amperage	30/50 Amp
Tenant Lawn Maintenance	Park Responsibility
Road Construction	Chip Sealed



Property Amenities Highlight

Laundry Facility

WiFi

Pet Friendly

On-Site Management

Off-Street Parking



Property Photos →

RV SITE VIEW	1
MH SITE VIEW	5

RV SITE VIEW	2
RV SITE VIEW	6

MH SITE VIEW	3
SHIPPING CONTAINER SITES	7

RV SITE VIEW	4
PARK OFFICE	8



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Purchase Overview →

PURCHASE OVERVIEW	
TARGET PRICE	\$10,900,000
Home Inventory Price	\$75,000
COMMUNITY PRICE	\$10,825,000
Down Payment	\$3,250,000
Loan Amount	\$7,575,000
PER SITE OVERVIEW	
Purchase Price Per Site	\$33,300 - \$36,100
Revenue Per Site	\$7,650 - \$8,300
Expense Per Site	(\$3,500 - \$3,800)
DISPOSITION ASSUMPTIONS	
Exit Capitalization Rate	13.00%
Projected Selling Expenses	3.00%

FINANCIAL MEASUREMENTS	YEAR 1	YEAR 3	YEAR 5
EFFECTIVE GROSS INCOME	2,485,740	2,636,793	2,798,662
Less: Operating Expenses	(1,144,725)	(1,284,432)	(1,362,705)
Operating Expenses Ratio	46.1%	48.7%	48.7%
NET OPERATING INCOME	1,341,015	1,352,361	1,435,957
Less: Annual Debt Service	(511,313)	(589,576)	(589,576)
Debt Coverage Ratio	2.62	2.29	2.44
NET CASH FLOW	829,703	762,786	846,382
Cap. Rate on Cost*	12.39%	12.49%	13.27%
Exit Cap. Rate Assumption	13.00%	13.00%	13.00%
Economic Occupancy %	94.1%	94.2%	94.2%
Gross Income Multiplier	4.4	3.9	3.9
CASH ON CASH RETURN*	25.5%	23.5%	26.0%
INTERNAL RATE OF RETURN (IRR)*	0.3%	19.1%	25.4%

*Return calculation is based only on the Community Price

Proposed Financing Overview →

PROPOSED FINANCING OVERVIEW	
Total Equity Contribution	\$3,325,000
LOAN AMOUNT	\$7,575,000
Loan to Value	70%
Interest Rate	6.75%
Amortization	30 Years
Interest Only Period	2 Years
Loan Term	5 Years
Interest Only Payment	\$42,609
Amortization Payment	\$49,131
Financing Type	Bank
Quote Date	December 2025



1ST YEAR CAP RATE

12.4%



PRICE/SITE

\$33,300 - \$36,100



INTEREST RATE

6.75%



LOAN TERM

5 Years



FINANCING TYPE

Bank



Pro Forma Growth Assumptions →

START DATE & HOLD PERIOD	- Pro Forma Start Date: 5/1/2026					
	- Projected Hold Period: 5+ Years					
RENTAL REVENUE GROWTH	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	
	Rent Increase Schedule	3.0%	3.0%	3.0%	3.0%	3.0%
LEASE UP	- None					
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 700%+ in Year 2 of ownership.					
	- Tax Reassessment Liability: We estimate taxes will grow by \$67K.					
DISPOSITION ASSUMPTIONS	- Exit Capitalization Rate: 13.00%					
	- Selling Expenses: 3.00%					

PROPOSED FINANCING OVERVIEW

INTEREST RATE	LOAN AMOUNT	LOAN-TO-VALUE	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE
6.75%	\$7,575,000	70%	30 Years	2 Years	5 Years	Bank

5 Year Pro Forma →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Potential Rental Income	2,556,420	2,631,780	2,710,908	2,790,036	2,872,932
Rent Increase Income	71,520	75,096	75,096	78,672	82,248
LESS: VACANCY	(150,600)	(154,440)	(158,472)	(162,504)	(166,728)
Other Income	8,400	8,820	9,261	9,724	10,210
EFFECTIVE GROSS INCOME	2,485,740	2,561,256	2,636,793	2,715,928	2,798,662
EXPENSES					
Advertising	5,000	5,150	5,305	5,464	5,628
Auto Expense	5,500	5,665	5,835	6,010	6,190
Cable, Phone, Internet	105,950	109,129	112,402	115,774	119,248
Electric	289,950	298,649	307,608	316,836	326,341
General & Administrative	22,875	23,561	24,268	24,996	25,746
Insurance	26,975	27,784	28,618	29,476	30,361
Licenses & Permits	1,500	1,545	1,591	1,639	1,688
Meals, Travel, & Entertainment	1,000	1,030	1,061	1,093	1,126
Off-Site Management Fees	99,430	102,450	105,472	108,637	111,946
Payroll Expense	197,750	203,683	209,793	216,087	222,569
Professional Fees	5,000	5,150	5,305	5,464	5,628
Propane	1,050	1,082	1,114	1,147	1,182
Real Estate Taxes	9,023	9,294	9,573	9,860	10,156
Real Estate Taxes - Non-Ad Valorem	222	229	236	243	250
Real Estate Taxes Reassessment		67,967	70,006	72,106	74,270
Repairs & Maintenance	87,950	90,589	93,306	96,105	98,988
Replacement Reserves	31,400	32,342	33,312	34,312	35,341
Supplies	2,550	2,627	2,705	2,786	2,870
Taxes - Other	17,300	17,819	18,354	18,904	19,471
Utilities	234,300	241,329	248,569	256,026	263,707
TOTAL EXPENSES	1,144,725	1,247,071	1,284,432	1,322,966	1,362,705
NET OPERATING INCOME	1,341,015	1,314,185	1,352,361	1,392,962	1,435,957
LESS: ANNUAL DEBT SERVICE	(511,313)	(511,313)	(589,576)	(589,576)	(589,576)
NET CASH FLOW	829,703	802,872	762,786	803,387	846,382



Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	2,477,340	2,552,436	2,627,532	2,706,204	2,788,452
Other Income	8,400	8,820	9,261	9,724	10,210
EFFECTIVE GROSS INCOME	2,485,740	2,561,256	2,636,793	2,715,928	2,798,662
Less: Operating Expenses	(1,144,725)	(1,247,071)	(1,284,432)	(1,322,966)	(1,362,705)
Operating Expense Ratio	46.1%	48.7%	48.7%	48.7%	48.7%
NET OPERATING INCOME	1,341,015	1,314,185	1,352,361	1,392,962	1,435,957
Less: Annual Debt Service	(511,313)	(511,313)	(589,576)	(589,576)	(589,576)
NET CASH FLOW	829,703	802,872	762,786	803,387	846,382
PROPERTY RESALE ANALYSIS					
Projected Sales Price	10,315,502	10,109,112	10,402,781	10,715,095	11,045,826
Less: Selling Expenses	(309,465)	(303,273)	(312,083)	(321,453)	(331,375)
Less: Loan Balance	(7,575,000)	(7,575,000)	(7,494,270)	(7,407,918)	(7,315,554)
NET SALE PROCEEDS	2,431,037	2,230,839	2,596,428	2,985,724	3,398,897
CASH SUMMARY					
Net Cash Flow	829,703	802,872	762,786	803,387	846,382
Previous Years Net Cash Flow		829,703	1,632,575	2,395,361	3,198,747
Net Sale Proceeds	2,431,037	2,230,839	2,596,428	2,985,724	3,398,897
Down Payment	(3,250,000)	(3,250,000)	(3,250,000)	(3,250,000)	(3,250,000)
TOTAL CASH GENERATED	10,740	613,414	1,741,788	2,934,471	4,194,026
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost*	12.4%	12.1%	12.5%	12.9%	13.3%
Exit Cap. Rate Assumption	13.0%	13.0%	13.0%	13.0%	13.0%
Loan Constant	6.8%	6.8%	7.8%	7.8%	7.8%
Debt Coverage Ratio	2.62	2.57	2.29	2.36	2.44
Loan to Value Ratio*	73%	75%	72%	69%	66%
Gross Income Multiplier	4.4	3.9	3.9	3.9	3.9
Cash on Cash Return*	25.5%	24.7%	23.5%	24.7%	26.0%
Internal Rate of Return (IRR)*	0.3%	10.2%	19.1%	23.3%	25.4%

*Return calculation is based only on the Community Price



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- Up to 80% LTC
- Non-Recourse

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Non Disclosure Agreement

Regarding Property: Offering #04317514 300 +/- Site Long-Term RV Park in SW Region

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 Dan Cook (or any party designated by Dan Cook) (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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