

02/17/26

#14199359

>> SKIP TO NDA

Southern Coastal Maine
Seasonal Campground

★★★★★ 🏠 100-150 Sites 👤 ALL-AGE



\$4,200,000 TARGET PRICE



#M10359 / YALE REALTY & CAPITAL ADVISORS

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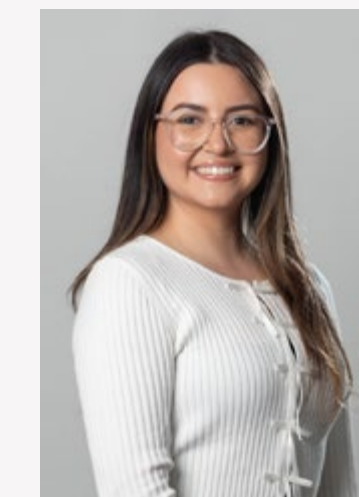
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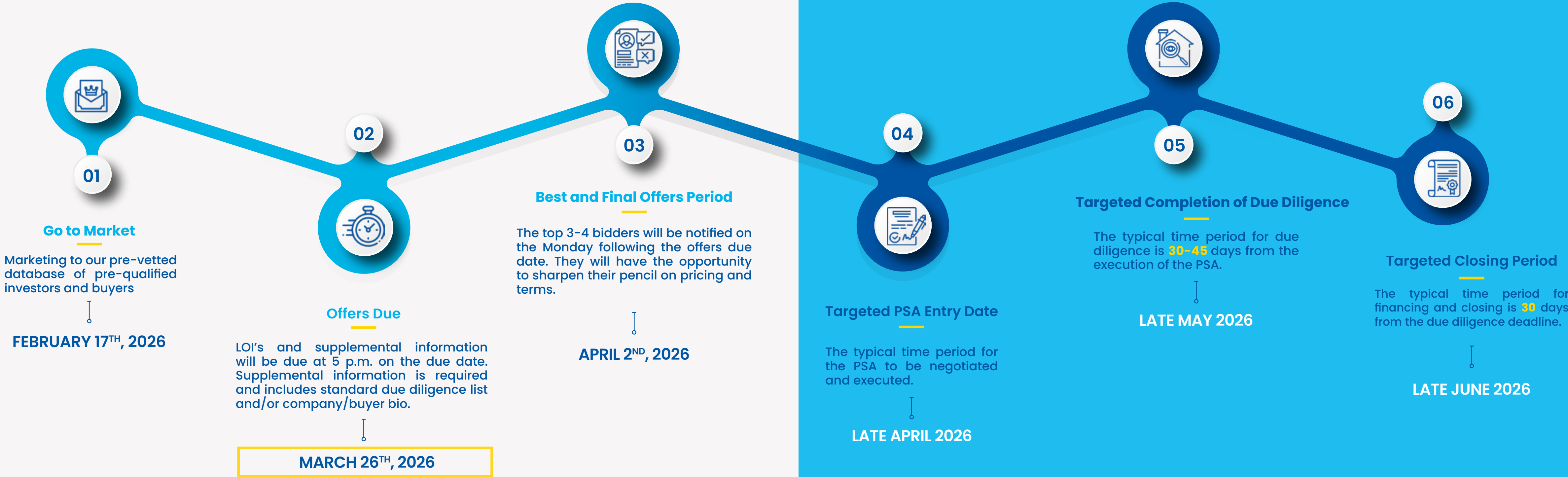
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Deal Timeline

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Property Highlights

Convenient Coastal Location

Highly accessible property located just three miles from popular beaches and historic villages, driving strong seasonal demand.

25+/- Acre Wooded Asset with Expansion Upside

Large, private wooded parcel offering significant room for future site and amenity expansion.

On-Site Management Infrastructure

Included 2BR/1BA manager's residence supports efficient, hands-on operations.

Recently Improved Facilities

Substantial upgrades completed, including camp store, bathhouses, laundry facilities, recreation room, site grading, fencing, signage, and site-wide Wi-Fi—reducing near-term capex needs.

Balanced Revenue Mix

Total sites include a majority seasonals, transient, and tent sites, providing diversified and recurring income streams.

Enhanced Guest Amenities

New playground, fire pits, lighting, picnic tables, and upgraded connectivity to increase occupancy, length of stay, and guest satisfaction.



Property Discussion

Conveniently located with excellent access, the property encompasses approximately 25+/- tree-covered acres and features 100-150 total sites, including seasonal RV sites, transient RV sites, and rustic tent sites. A newly added park owned RV is included to meet demand for nightly rental. Current operations utilize only approximately half the acreage, providing substantial excess land for future expansion and value-add development.

Onsite amenities have been renovated within the past two years and include updated bathhouses, a laundry facility, camp store, recreation room, new playground, and property-wide Wi-Fi. A two-bedroom, one-bath manager's residence supports efficient onsite management while also offering an additional income stream.

The property is serviced by private utilities, including multiple well-maintained septic systems, private wells, and recently upgraded electrical panels to approximately half of the sites. Infrastructure includes plastic water lines and PVC sewer lines, enhancing operational efficiency and minimizing maintenance requirements. New fencing and signage further improve privacy, visibility, and curb appeal.

Family-owned and well maintained, the asset delivers a strong cash-on-cash return beginning at approximately 9.5%, projected to exceed 16% by year five, with an estimated five-year IRR of 22.2%. Current rental rates remain below market, presenting a meaningful rent-growth opportunity in a high-demand market.



Property Parcel Map →

PROPERTY DETAILS

Property Type	Seasonal RV Park
Star Rating	3 Stars
Age Restriction	All-Age
Number of Sites	100-150 Sites
Occupancy Rate	96.1%
Property Acreage	25 Ac. +/-
Sites/Acre	5 Sites/Ac +/-
Avg. Annual Revenue Per Site Rent	\$4,237
Flood Zone	Zone X - No Flood Risk
HOA	N/A

INFRASTRUCTURE

Water Service	Well
Sewer Service	Septic
Water Line Construction	Plastic
Sewer Line Construction	PVC
Water & Sewer Line Maintenance	Park Responsibility
Water & Sewer Meters Available	None
Water & Sewer Billing	Included in rent
Trash Service	Dumpster
Trash Billing	Included in rent
Electric Amperage	20/30 Amp
Tenant Lawn Maintenance	Park Responsibility
Road Construction	Gravel
Road Maintenance	Park Responsibility



Property Amenities Highlight



Camp Store



Restrooms/
Showers



Laundry Facility



Clubhouse



Playground



On-Site
Management



Property Photos →

STREET VIEW	1
PLAYGROUND	5

STREET VIEW	2
AMENITY CENTER	6

FIRE PIT	3
RESTROOM & SHOWER FACILITY	7

STORE INTERIOR	4
CAMPGROUND SITES	8



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Purchase Overview →

PURCHASE OVERVIEW		FINANCIAL MEASUREMENTS	YEAR 1	YEAR 3	YEAR 5
TARGET PRICE	\$4,200,000	EFFECTIVE GROSS INCOME	597,176	682,443	762,621
Expansion Land Price	\$200,000	Less: Operating Expenses	(280,983)	(301,063)	(321,203)
COMMUNITY PRICE	\$4,000,000	Operating Expenses Ratio	47.1%	44.1%	42.1%
Down Payment	\$1,450,000	NET OPERATING INCOME	316,193	381,380	441,418
Loan Amount	\$2,550,000	Less: Annual Debt Service	(178,500)	(203,583)	(203,583)
PER SITE OVERVIEW		Debt Coverage Ratio	1.77	1.87	2.17
Purchase Price Per Site	\$26,350 – \$39,500	NET CASH FLOW	137,693	177,797	237,835
Revenue Per Site	\$4,000 – \$5,950	Cap. Rate on Cost*	7.90%	9.53%	11.04%
Expense Per Site	(\$1,850 – \$2,800)	Exit Cap. Rate Assumption	8.50%	8.50%	8.50%
DISPOSITION ASSUMPTIONS		Economic Occupancy %	100.0%	100.0%	100.0%
Exit Capitalization Rate	8.50%	Gross Rent Multiplier	6.7	6.6	6.8
Projected Selling Expenses	3.00%	CASH ON CASH RETURN*	9.5%	12.3%	16.4%
		INTERNAL RATE OF RETURN (IRR)*	N/A	18.4%	22.2%

*Return calculation is based on the Community Value

Proposed Financing Overview →

PROPOSED FINANCING OVERVIEW	
Total Equity Contribution	\$1,650,000
LOAN AMOUNT	\$2,550,000
Loan to Value	64%
Interest Rate	7.00%
Amortization	30 Years
Interest Only Period	2 Years
Loan Term	5 Years
Interest Only Payment	\$14,875
Amortization Payment	\$16,965
Financing Type	Bank Loan
Quote Date	February 2026



1ST YEAR CAP RATE

7.9%



PRICE/SITE

\$26,350 – \$39,500



INTEREST RATE

7.00%



LOAN TERM

5 Years



FINANCING TYPE

Bank Loan



5 Year Pro Forma →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Potential Rental Income	547,500	569,676	617,086	652,124	689,464
Rental Income Increase	19,612	45,802	33,346	35,552	37,799
Lease Up	28,964	30,572	32,264	34,052	35,984
LESS: VACANCY	(26,400)	(28,964)	(30,572)	(32,264)	(34,052)
Other Income	27,500	28,875	30,319	31,835	33,426
EFFECTIVE GROSS INCOME	597,176	645,961	682,443	721,299	762,621
EXPENSES					
Advertising	5,000	5,150	5,305	5,464	5,628
Ancillary Operational Expenses	8,000	8,240	8,487	8,742	9,004
Auto Expense	1,500	1,545	1,591	1,639	1,688
Cable, Phone, Internet	14,000	14,420	14,853	15,298	15,757
General & Administrative	3,650	3,760	3,872	3,988	4,108
General & Administrative – CC Fees	3,914	4,369	4,616	4,878	5,158
Insurance	15,000	15,450	15,914	16,391	16,883
Licenses & Permits	10,000	10,300	10,609	10,927	11,255
Meals, Travel, & Entertainment	1,500	1,545	1,591	1,639	1,688
Miscellaneous	100	103	106	109	113
Off-Site Management Fees @ 4.0%	23,887	25,838	27,298	28,852	30,505
Payroll Expense	80,000	82,400	84,872	87,418	90,041
Professional Fees	3,000	3,090	3,183	3,278	3,377
Real Estate Taxes	15,032	15,483	15,947	16,426	16,919
Real Estate Taxes Reassessment		533	549	565	582
Repairs & Maintenance	30,000	30,900	31,827	32,782	33,765
Replacement Reserves	6,400	6,592	6,790	6,993	7,203
Supplies	25,000	25,750	26,523	27,318	28,138
Tenant Relations	3,000	3,090	3,183	3,278	3,377
Trash	5,000	5,150	5,305	5,464	5,628
Utilities	27,000	27,810	28,644	29,504	30,389
TOTAL EXPENSES	280,983	291,517	301,063	310,954	321,203
NET OPERATING INCOME	316,193	354,443	381,380	410,344	441,418
LESS: ANNUAL DEBT SERVICE	(178,500)	(178,500)	(203,583)	(203,583)	(203,583)
NET CASH FLOW	137,693	175,943	177,797	206,762	237,835

Interest Rate	Loan Amount	Amortization	Interest Only Period	Loan Term	Financing Type
7.00%	\$2,550,000	30 Years	2 Years	5 Years	Bank Loan



Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	569,676	617,086	652,124	689,464	729,195
Other Income	27,500	28,875	30,319	31,835	33,426
EFFECTIVE GROSS INCOME	597,176	645,961	682,443	721,299	762,621
Less: Operating Expenses	(280,983)	(291,517)	(301,063)	(310,954)	(321,203)
Operating Expense Ratio	47.1%	45.1%	44.1%	43.1%	42.1%
NET OPERATING INCOME	316,193	354,443	381,380	410,344	441,418
Less: Annual Debt Service	(178,500)	(178,500)	(203,583)	(203,583)	(203,583)
NET CASH FLOW	137,693	175,943	177,797	206,762	237,835
PROPERTY RESALE ANALYSIS					
Projected Sales Price	3,719,913	4,169,923	4,486,823	4,827,581	5,193,152
Less: Selling Expenses	(111,597)	(125,098)	(134,605)	(144,827)	(155,795)
Less: Loan Balance	(2,550,000)	(2,550,000)	(2,524,097)	(2,496,321)	(2,466,538)
NET SALE PROCEEDS	1,058,316	1,494,825	1,828,121	2,186,433	2,570,820
CASH SUMMARY					
Net Cash Flow	137,693	175,943	177,797	206,762	237,835
Previous Years Net Cash Flow		137,693	313,636	491,433	698,195
Net Sale Proceeds	1,058,316	1,494,825	1,828,121	2,186,433	2,570,820
Down Payment	(1,450,000)	(1,450,000)	(1,450,000)	(1,450,000)	(1,450,000)
TOTAL CASH GENERATED	(253,992)	358,461	869,555	1,434,628	2,056,851
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost*	7.9%	8.9%	9.5%	10.3%	11.0%
Exit Cap. Rate Assumption	8.5%	8.5%	8.5%	8.5%	8.5%
Loan Constant	7.0%	7.0%	8.0%	8.0%	8.0%
Debt Coverage Ratio	1.77	1.99	1.87	2.02	2.17
Loan to Value Ratio*	69%	61%	56%	52%	47%
Debt Yield	12.4%	13.9%	15.0%	16.1%	17.3%
Gross Rent Multiplier	6.7	6.5	6.6	6.7	6.8
Cash on Cash Return*	9.5%	12.1%	12.3%	14.3%	16.4%
Internal Rate of Return (IRR)*	N/A	12.2%	18.4%	21.0%	22.2%

*Return calculation is based on the Community Value



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- 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

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- Interest-Only
- Up to 80% LTC Including Cap-Ex
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- Development, Portfolio Expansion, Recapitalizations
- Flexible Deal Structure; Common, Preferred and Joint Venture Equity

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Non Disclosure Agreement

Regarding Property: Offering #14199359 – 100-150 Site Seasonal 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

Email

Company

Phone

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