

02/17/26

#14199359

[» SKIP TO NDA](#)

Southern Coastal Maine Seasonal Campground

★★★★★  100-150 Sites  ALL-AGE



\$4,200,000 TARGET PRICE



#4288359 | YALE REALTY & CAPITAL ADVISORS

Version 01 | Presented by: Mike Normandeau

PRESENTED BY



MIKE NORMANDEAU
Director - New England

Mike@yaleadvisors.com
207-245-7710



SILO ALCANTARA
Senior Analyst
Silo@yaleadvisors.com



JOE BONO
Research Analyst
Joe@yaleadvisors.com

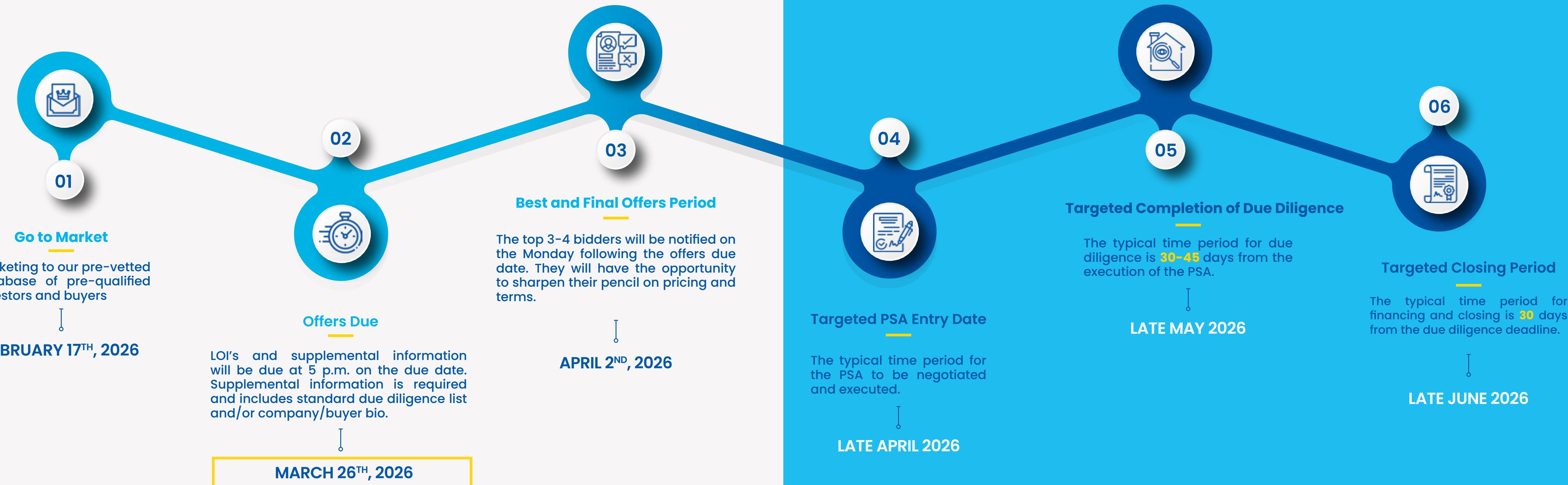


YELEINE CAICEDO
Office Manager
Office@yaleadvisors.com



Offering Schedule →

Deal Timeline





Offering Summary →

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.





[Offering Summary →](#)

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





Property Photos →

STREET VIEW

1

PLAYGROUND

5

STREET VIEW

2

AMENITY CENTER

6

FIRE PIT

3

RESTROOM & SHOWER FACILITY

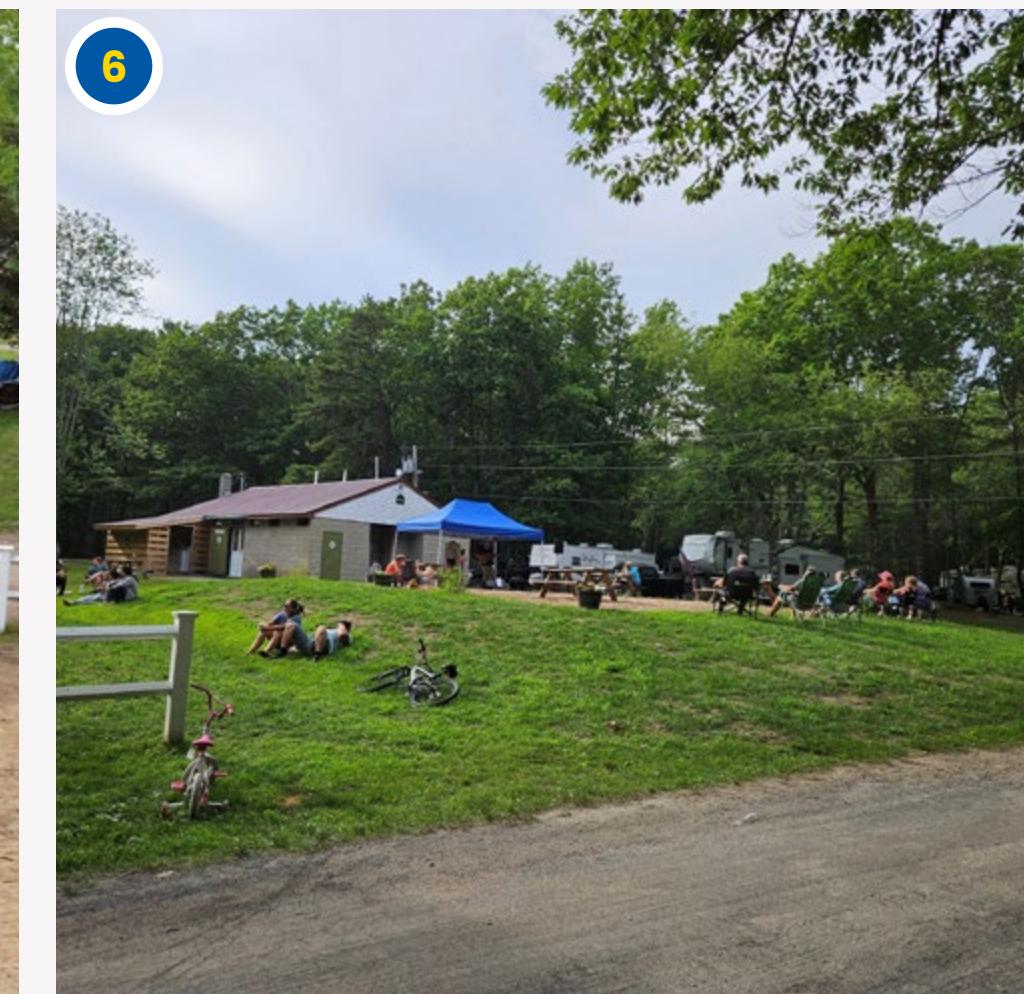
7

STORE INTERIOR

4

CAMPGROUND SITES

8





Purchase Overview →

PURCHASE OVERVIEW	
TARGET PRICE	\$4,200,000
Expansion Land Price	\$200,000
COMMUNITY PRICE	\$4,000,000
Down Payment	\$1,450,000
Loan Amount	\$2,550,000
PER SITE OVERVIEW	
Purchase Price Per Site	\$26,350 - \$39,500
Revenue Per Site	\$4,000 - \$5,950
Expense Per Site	(\$1,850 - \$2,800)
DISPOSITION ASSUMPTIONS	
Exit Capitalization Rate	8.50%
Projected Selling Expenses	3.00%

#14199359 | YALE REALTY & CAPITAL ADVISORS

Proposed Financing Overview →

FINANCIAL MEASUREMENTS	YEAR 1	YEAR 3	YEAR 5
EFFECTIVE GROSS INCOME	597,176	682,443	762,621
Less: Operating Expenses	(280,983)	(301,063)	(321,203)
Operating Expenses Ratio	47.1%	44.1%	42.1%
NET OPERATING INCOME	316,193	381,380	441,418
Less: Annual Debt Service	(178,500)	(203,583)	(203,583)
Debt Coverage Ratio	1.77	1.87	2.17
NET CASH FLOW	137,693	177,797	237,835
Cap. Rate on Cost*	7.90%	9.53%	11.04%
Exit Cap. Rate Assumption	8.50%	8.50%	8.50%
Economic Occupancy %	100.0%	100.0%	100.0%
Gross Rent Multiplier	6.7	6.6	6.8
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	
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



Pro Forma Growth Assumptions →

#14199359 | YALE REALTY & CAPITAL ADVISORS

START DATE & HOLD PERIOD		<ul style="list-style-type: none"> - Pro Forma Start Date: 6/1/2026 - Projected Hold Period: 5+ Years 				
RENTAL REVENUE GROWTH		YEAR 1*	YEAR 2	YEAR 3	YEAR 4	YEAR 5
	Seasonal RV's	\$500	5%	5%	5%	5%
	Transient RV's	7%	7%	7%	7%	7%
<p><i>*Year 1 reflects only a partial rent increase, as the next scheduled escalation occurs in 2027.</i></p>						
LEASE UP	<ul style="list-style-type: none"> - Budgeted for 4 additional seasonal sites and one park owned rental leased for the 2026 season. 					
GLOBAL OTHER INCOME GROWTH	<ul style="list-style-type: none"> - Global other income growth of 5% per year 					
OFF-SITE MANAGEMENT FEES	<ul style="list-style-type: none"> - Budgeted to remain at 4.0% of EGI 					
GLOBAL EXPENSE GROWTH	<ul style="list-style-type: none"> - Global expense growth of 3% per year 					
REAL ESTATE TAXES	<ul style="list-style-type: none"> - Tax Reassessment Liability: We project a negligible increase in the reassessment upon sale. 					
DISPOSITION ASSUMPTIONS	<ul style="list-style-type: none"> - Exit Capitalization Rate: 8.50% - Selling Expenses: 3.00% 					
<h3>PROPOSED FINANCING OVERVIEW</h3>						
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	

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



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)
<i>Operating Expense Ratio</i>	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





What Sets Us Apart

710+
COMMUNITIES

121,780+
SITES

\$7.04B+
PRODUCTION



THE ONLY TRUE NATIONWIDE TEAM

An award-winning, collaborative national team of industry experts that provides tailored service to our clients in their dedicated markets.



YALE SELLERS NET 10-20% MORE

We have a proven track record of netting sellers 10-20% more in proceeds when compared to selling direct.



TAILORED LENDING OPTIONS

Offering clients the lowest rates and fees while providing the optimal loan terms. In addition, our borrowers benefit from a 99% application to closing ratio.



FULL SERVICE SHOP

Access to our exclusive network of 4,000+ pre-qualified buyers and 200+ specialized lenders and an Equity Division that establishes partnerships between operators and capital.



ALSO AWARDED IN 2019 & 2018

Meet the Award-Winning Team

The First True Nationwide MH & RV Advisory

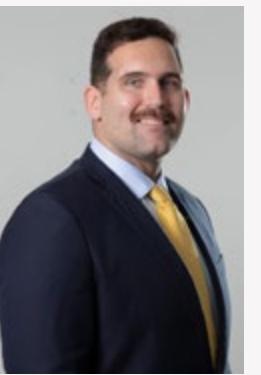




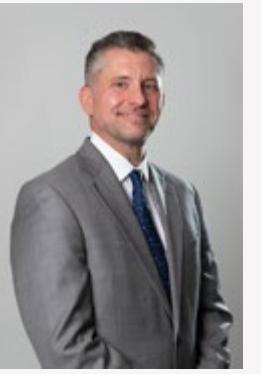
YALE CAPITAL



CHRIS SAN JOSE
President of Lending
Chris@yaleadvisors.com



GREG RAMSEY
Vice President of Lending
Greg@yaleadvisors.com



JAKE LEVIN
Director of Equity Capital Markets
Jake@yaleadvisors.com

We have been building strong partnerships and taking care of our clients with the highest standard of professionalism since 2012.

Fannie Mae | Freddie Mac CMBS

- 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
- 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



Realty & Capital Advisors

1-877-889-9810
INFO@YALEADVISORS.COM
FAX 941-827-7977

YALEADVISORS.COM

© 2025 Yale Realty & Capital Advisors

All rights reserved, no part of this document may be reproduced, stored in a retrieval system or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior permission of Yale Realty & Capital Advisors. In accordance with our normal practice, we must state that this offer is for the use of the recipient only. None of its content may be disclosed to parties other than the recipient without the prior written permission of Yale Realty & Capital Advisors. Such disclosure will only be made on the basis that the contents are not passed to persons other than those specified in the consent. In addition, neither the whole nor any part of this offering, nor any reference thereto may be included in any document, circular or statement without our prior written approval of the form and context in which it will appear.

CONNECT WITH US /yaleadvisors

YALE TRANSACTION MANAGEMENT & MARKETING



SILO ALCANTARA
Senior Analyst
Silo@yaleadvisors.com



GRANT HAWKINS
Analyst
GHawkins@yaleadvisors.com



JOE BONO
Research Analyst
Joe@yaleadvisors.com



BLAISE DeANGELO
Director of Marketing
Blaise@yaleadvisors.com



YELEINE CAICEDO
Office Manager
Office@yaleadvisors.com

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

[» Click Here to Sign Electronic NDA](#)