

02/02/26

#11416085

[>> SKIP TO NDA](#)

Rapid City, SD MSA  
**RV Resort**

★★★★★ 🏠 75 +/- Sites 🧑 ALL-AGE

 **Yale**  
Realty & Capital Advisors



**\$1,550,000** TARGET PRICE





#11416085 | YALE REALTY & CAPITAL ADVISORS

## PRESENTED BY



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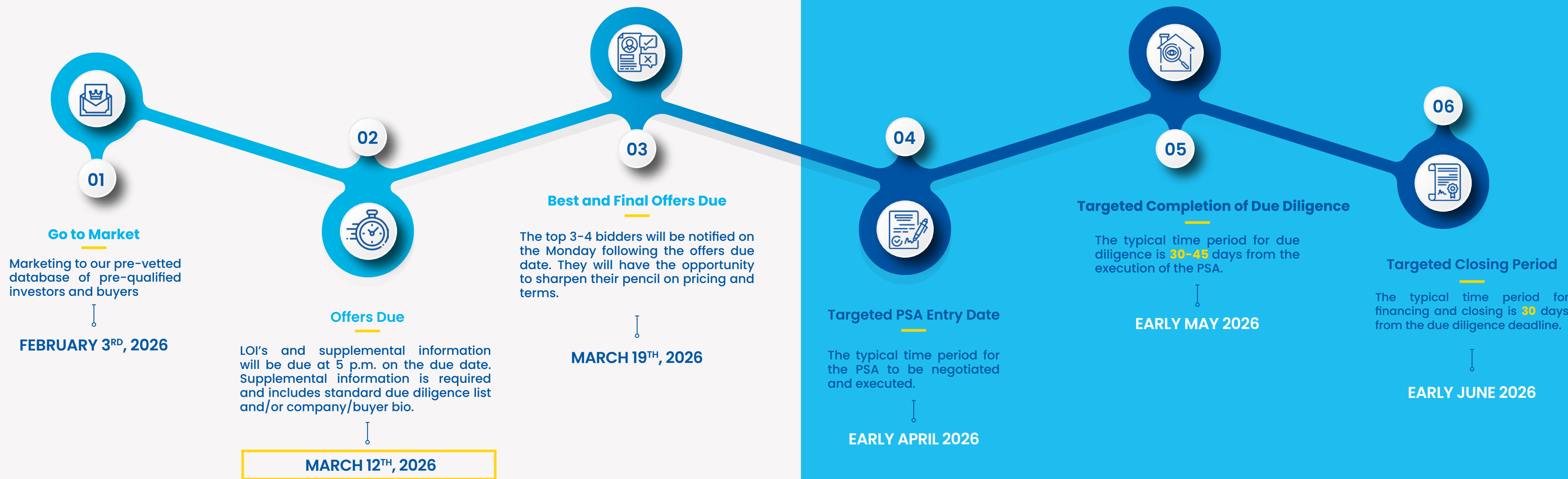
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## Deal Timeline

#11416085 | YALE REALTY & CAPITAL ADVISORS







# Property Discussion

Yale Realty and Capital Advisors is proud to present the exclusive opportunity to acquire a 75+ unit RV resort in Black Hills of South Dakota. Offered with highly competitive seller financing terms, this is a unique value add opportunity that would be a very attractive acquisition for any investor.

The unit mix is extremely desirable with 50% RV sites, 30% electric tent sites, and 20% cabins. Amenities include a new pool, two bathhouses, and an additional building that can be converted to a laundry facility. There is also a large clubhouse for event space and a large bar on site, both of which draw significant traffic to the property and can be rented out to an operator to reduce F&B operations to a simple net lease. Additionally, about 10 electric-only sites can be converted to full hook up with minimal work.

The property is ideally located in the Black Hills of South Dakota, home to several iconic landmarks including Mount Rushmore, Crazy Horse Memorial, Devils Tower Monument, and some large state parks. The nearby city of Sturgis hosts the annual Sturgis motorcycle rally, the largest motorcycle rally in the world, which draws over 500,000 people for several weeks in August. Also close by is the city of Deadwood, known for its wild west history and the setting of the HBO show. Today's Deadwood is a huge tourist attraction for its gambling and nightlife, and it's often considered the Las Vegas of South Dakota.

Seller financing is being offered for 50% of the purchase price at a rate of 4% interest only for 5 years. The property is underperforming despite demand due to mismanagement and has significant upside. With minimal occupancy growth, cash on cash returns in year three reach 12% and in year five reach over 20%.

Given the incredibly rare opportunity to acquire a value add RV resort with high end amenities surrounded by popular tourist attractions with interest-only seller financing at 4% for 5 years and cash on cash returns over 20%, this would make an extremely strong addition to any investor's portfolio.

## Property Highlights

**Value Add Opportunity** – Property is underperforming due to mismanagement with average occupancy at 50%, despite being surrounded by huge tourist attractions. 10 electric sites can be converted to full hook up with minimal work.

**Creative Financing Available** – 50% seller financing at 4% interest only for 5 years.

**Strong Investor Returns** – Creative financing and value add opportunity allows for a 12% cash on cash in year three and a 20% cash on cash in year five with minimal occupancy growth.

**Ideal Location** – Close to huge tourist attractions, including Mount Rushmore, Crazy Horse Memorial, Devils Tower Monument, Sturgis Motorcycle Rally, and the City of Deadwood.







## Property Details →

### PROPERTY DETAILS

|                              |                |
|------------------------------|----------------|
| Property Type                | RV Resort      |
| Star Rating                  | 3 Stars        |
| Age Restriction              | All-Age        |
| Number of Sites              | 75 +/- Sites   |
| 2025 Occupancy Rate          | 39.8%          |
| Property Acreage             | 10 +/- Acres   |
| Sites/Acre                   | ~8 Sites/Acres |
| Avg. Annual Rental Rev./Site | \$3,100 +/-    |
| Flood Zone                   | None           |

### INFRASTRUCTURE

|                       |                     |
|-----------------------|---------------------|
| Water Service (Park)  | Well                |
| Sewer Service (Park)  | Septic              |
| Water Service (Bar)   | City                |
| Sewer Service (Bar)   | City                |
| Water & Sewer Billing | Included in Rate    |
| Trash Service         | Dumpster            |
| Trash Billing         | Included in Rate    |
| Electric Amperage     | 30 & 50 Amp         |
| Road Construction     | Gravel              |
| Road Maintenance      | Park Responsibility |



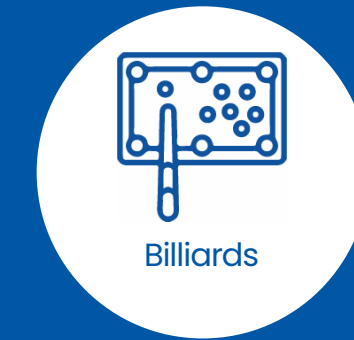
### Property Amenities Highlight



Swimming Pool



Clubhouse



Billiards



Restrooms/  
Showers



On-Site  
Management





Property Photos →

STREET VIEW 1

STREET VIEW 2

STREET VIEW 3

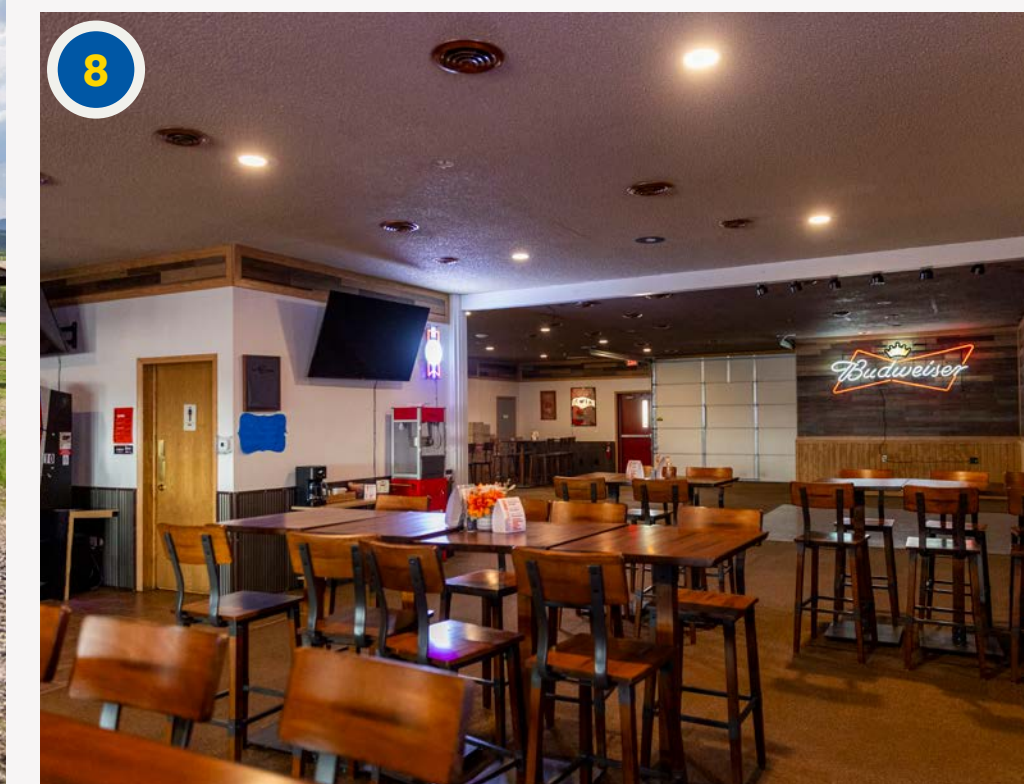
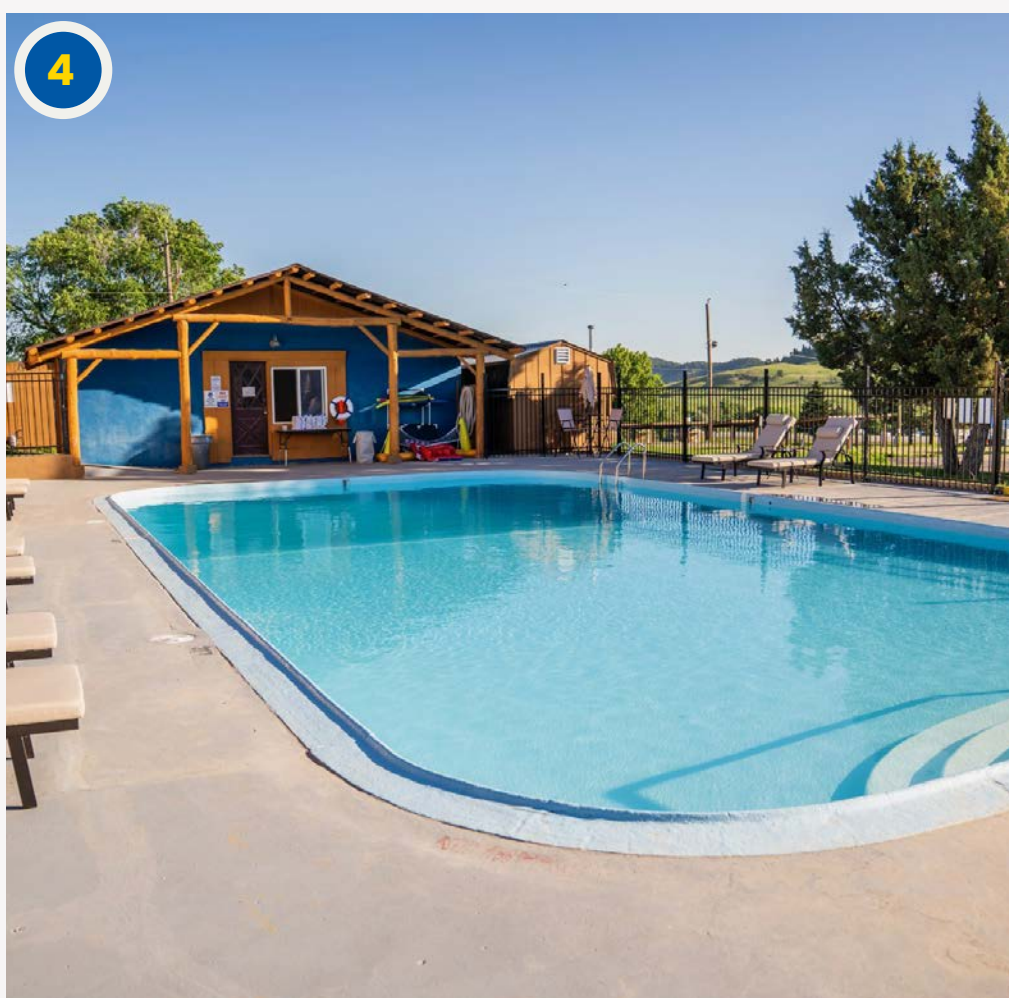
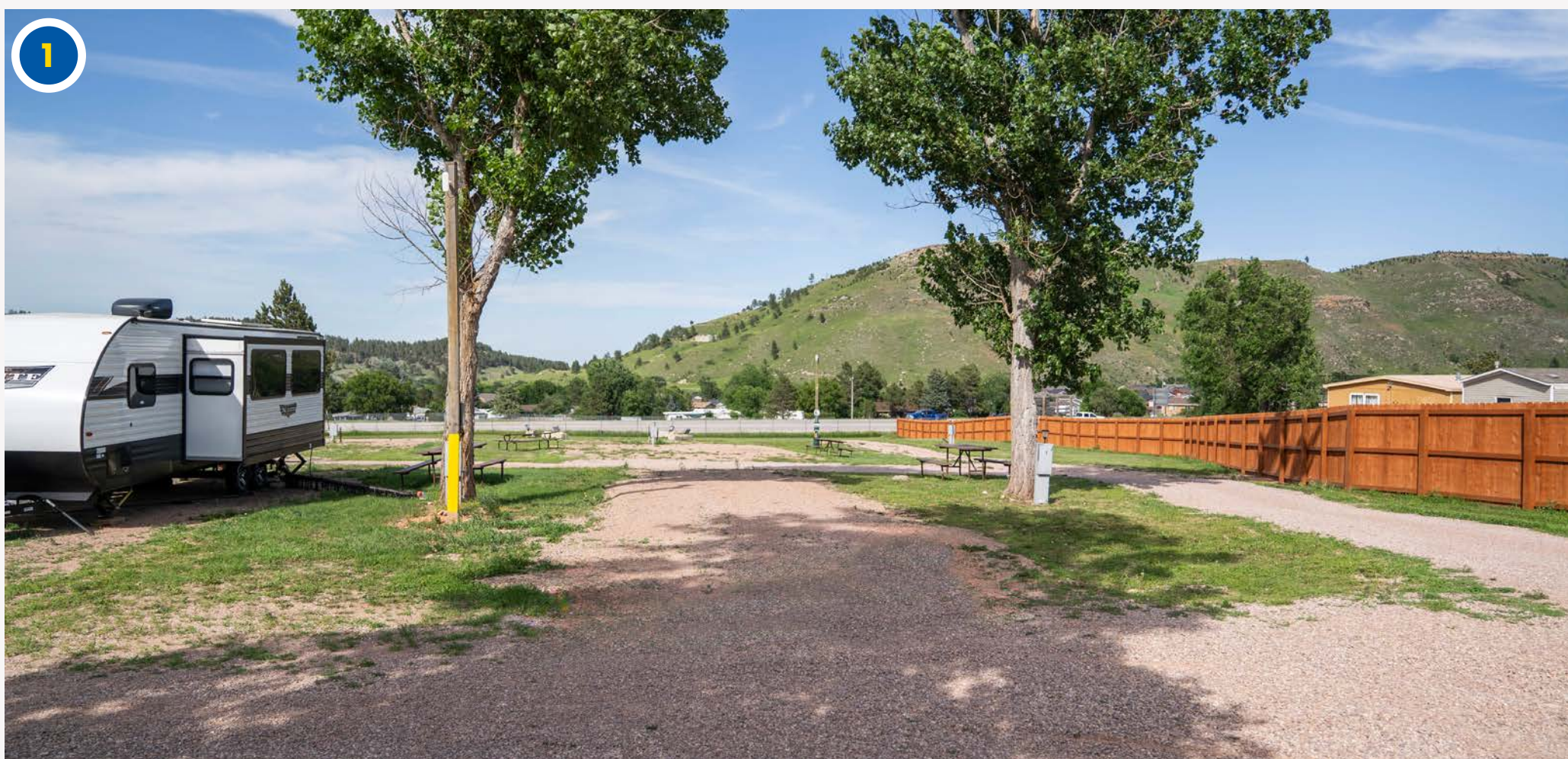
SWIMMING POOL 4

STREET VIEW 5

STREET VIEW 6

BAR / CLUBHOUSE OUTDOOR VIEW 7

BAR / CLUBHOUSE INDOOR VIEW 8



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Purchase Overview →

**PURCHASE OVERVIEW**

|                     |                    |
|---------------------|--------------------|
| <b>TARGET PRICE</b> | <b>\$1,550,000</b> |
| Down Payment        | \$775,000          |
| Loan Amount         | \$775,000          |

**PER SITE OVERVIEW**

|                         |                     |
|-------------------------|---------------------|
| Purchase Price Per Site | \$17,200 - \$22,150 |
| Revenue Per Site        | \$3,650 - \$4,700   |
| Expense Per Site        | (\$3,150 - \$4,050) |

**DISPOSITION ASSUMPTIONS**

|                            |        |
|----------------------------|--------|
| Exit Capitalization Rate   | 10.00% |
| Projected Selling Expenses | 3.00%  |

**FINANCIAL MEASUREMENTS**

|                                      | <b>YEAR 1</b>  | <b>YEAR 3</b>  | <b>YEAR 5</b>  |
|--------------------------------------|----------------|----------------|----------------|
| <b>EFFECTIVE GROSS INCOME</b>        | <b>329,004</b> | <b>478,926</b> | <b>609,428</b> |
| Less: Operating Expenses             | (283,314)      | (354,071)      | (414,424)      |
| Operating Expenses Ratio             | 86.1%          | 73.9%          | 68.0%          |
| <b>NET OPERATING INCOME</b>          | <b>45,690</b>  | <b>124,855</b> | <b>195,004</b> |
| Less: Annual Debt Service            | (31,000)       | (31,000)       | (31,000)       |
| Debt Coverage Ratio                  | 1.47           | 4.03           | 6.29           |
| <b>NET CASH FLOW</b>                 | <b>14,690</b>  | <b>93,855</b>  | <b>164,004</b> |
| Cap. Rate on Cost                    | 2.95%          | 8.06%          | 12.58%         |
| Exit Cap. Rate Assumption            | 10.00%         | 10.00%         | 10.00%         |
| Economic Occupancy %                 | 100.0%         | 100.0%         | 100.0%         |
| Gross Rent Multiplier                | 4.7            | 2.6            | 3.2            |
| <b>CASH ON CASH RETURN</b>           | <b>1.9%</b>    | <b>12.1%</b>   | <b>21.2%</b>   |
| <b>INTERNAL RATE OF RETURN (IRR)</b> | <b>N/A</b>     | <b>N/A</b>     | <b>16.7%</b>   |

Proposed Financing Overview →

**PROPOSED FINANCING OVERVIEW**

|                           |           |
|---------------------------|-----------|
| Total Equity Contribution | \$775,000 |
|---------------------------|-----------|

**LOAN AMOUNT \$775,000**

|                       |          |
|-----------------------|----------|
| Loan to Value         | 50%      |
| Interest Rate         | 4.00%    |
| Amortization          | 30 Years |
| Interest Only Period  | 5 Years  |
| Loan Term             | 5 Years  |
| Interest Only Payment | \$2,583  |
| Amortization Payment  | \$3,700  |
| Financing Type        | Seller   |
| Quote Date            | 2/3/2026 |



**1ST YEAR CAP RATE**

2.9%



**PRICE/SITE**

\$17,200 - \$22,150



**INTEREST RATE**

4.00%



**LOAN TERM**

5 Years



**FINANCING TYPE**

Seller



## Pro Forma Growth Assumptions →

| START DATE & HOLD PERIOD          | - Pro Forma Start Date: 6/1/2026<br>- Projected Hold Period: 5+ Years   |        |        |        |        |
|-----------------------------------|---|--------|--------|--------|--------|
|                                   | YEAR 1  | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 |
| <b>RENTAL REVENUE GROWTH</b>      |   |        |        |        |        |
| Back In RV                        | 10%   | 10%    | 10%    | 10%    | 10%    |
| Rustic Cabin                      | 10%   | 10%    | 10%    | 10%    | 5%     |
| Large Cabin                       | 10%   | 8%     | 3%     | 3%     | 3%     |
| Cottage                           | 10%   | 10%    | 10%    | 3%     | 3%     |
| Tents                             | 10%   | 10%    | 10%    | 10%    | 10%    |
| Pull Thru RV                      | 10%   | 10%    | 10%    | 10%    | 10%    |
| Commercial Sites                  | 3%  | 3%     | 3%     | 3%     | 3%     |
| <b>GLOBAL OTHER INCOME GROWTH</b> | - Global other income growth of 5% per year   |        |        |        |        |
| <b>OFF-SITE MANAGEMENT FEES</b>   | - Budgeted to remain at 4.0% of EGI   |        |        |        |        |
| <b>GLOBAL EXPENSE GROWTH</b>      | - Global expense growth of 3% per year  |        |        |        |        |
| <b>REAL ESTATE TAXES</b>          | - <b>Tax Reassessment Value:</b> We have estimated Taxable Value to increase by ~26% in Year 2 of ownership.<br>- <b>Tax Reassessment Liability:</b> We estimate taxes will grow by \$3.6K. |        |        |        |        |
| <b>DISPOSITION ASSUMPTIONS</b>    | - <b>Exit Capitalization Rate:</b> 10.00%<br>- <b>Selling Expenses:</b> 3.00%   |        |        |        |        |

## PROPOSED FINANCING OVERVIEW

| INTEREST RATE | LOAN AMOUNT | AMORTIZATION | INTEREST ONLY PERIOD | LOAN TERM | FINANCING TYPE |
|---------------|-------------|--------------|----------------------|-----------|----------------|
| 4.00%         | \$775,000   | 30 Years     | 5 Years              | 5 Years   | Seller         |

## 5 Year Pro Forma →

|                                    | YEAR 1          | YEAR 2          | YEAR 3          | YEAR 4          | YEAR 5          |
|------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>INCOME</b>                      |                 |                 |                 |                 |                 |
| Rental Income                      | 248,535         | 323,679         | 398,655         | 473,055         | 544,179         |
| Rent Increase Income               | 75,144          | 74,976          | 74,400          | 71,124          | 58,776          |
| Other Income                       | 5,325           | 5,591           | 5,871           | 6,164           | 6,473           |
| <b>EFFECTIVE GROSS INCOME</b>      | <b>329,004</b>  | <b>404,247</b>  | <b>478,926</b>  | <b>550,344</b>  | <b>609,428</b>  |
| <b>EXPENSES</b>                    |                 |                 |                 |                 |                 |
| Advertising                        | 10,000          | 10,300          | 10,609          | 10,927          | 11,255          |
| Auto Expense                       | 1,975           | 2,034           | 2,095           | 2,158           | 2,223           |
| Cable, Phone, Internet             | 9,300           | 9,579           | 9,866           | 10,162          | 10,467          |
| Electric                           | 48,125          | 59,273          | 70,334          | 80,909          | 89,648          |
| General & Administrative           | 20,225          | 24,910          | 29,559          | 34,003          | 37,675          |
| General & Administrative - CC Fees | 11,200          | 13,761          | 16,304          | 18,735          | 20,746          |
| Insurance                          | 22,963          | 23,652          | 24,361          | 25,092          | 25,845          |
| Licenses & Permits                 | 1,800           | 1,854           | 1,910           | 1,967           | 2,026           |
| Meals, Travel, & Entertainment     | 1,000           | 1,030           | 1,061           | 1,093           | 1,126           |
| Natural Gas                        | 1,975           | 2,034           | 2,095           | 2,158           | 2,223           |
| Off-Site Management Fees @ 4.0%    | 13,160          | 16,170          | 19,157          | 22,014          | 24,377          |
| Payroll Expense                    | 65,000          | 66,950          | 68,959          | 71,027          | 73,158          |
| Professional Fees                  | 3,000           | 3,090           | 3,183           | 3,278           | 3,377           |
| Real Estate Taxes                  | 13,766          | 14,179          | 14,605          | 15,043          | 15,494          |
| Real Estate Taxes Reassessment     |                 | 3,647           | 3,757           | 3,869           | 3,985           |
| Repairs & Maintenance              | 20,000          | 20,600          | 21,218          | 21,855          | 22,510          |
| Replacement Reserves               | 8,000           | 8,240           | 8,487           | 8,742           | 9,004           |
| Supplies                           | 20,325          | 25,033          | 29,705          | 34,171          | 37,862          |
| Trash                              | 8,800           | 10,838          | 12,861          | 14,795          | 16,393          |
| Water & Sewer                      | 2,700           | 3,325           | 3,946           | 4,539           | 5,030           |
| <b>TOTAL EXPENSES</b>              | <b>283,314</b>  | <b>320,500</b>  | <b>354,071</b>  | <b>386,538</b>  | <b>414,424</b>  |
| <b>NET OPERATING INCOME</b>        | <b>45,690</b>   | <b>83,746</b>   | <b>124,855</b>  | <b>163,806</b>  | <b>195,004</b>  |
| <b>LESS: ANNUAL DEBT SERVICE</b>   | <b>(31,000)</b> | <b>(31,000)</b> | <b>(31,000)</b> | <b>(31,000)</b> | <b>(31,000)</b> |
| <b>NET CASH FLOW</b>               | <b>14,690</b>   | <b>52,746</b>   | <b>93,855</b>   | <b>132,806</b>  | <b>164,004</b>  |





## Cash Flow Analysis →

|                                      | YEAR 1             | YEAR 2           | YEAR 3           | YEAR 4         | YEAR 5           |
|--------------------------------------|--------------------|------------------|------------------|----------------|------------------|
| <b>OPERATING INCOME SUMMARY</b>      |                    |                  |                  |                |                  |
| Effective Rental Income              | 323,679            | 398,655          | 473,055          | 544,179        | 602,955          |
| Other Income                         | 5,325              | 5,591            | 5,871            | 6,164          | 6,473            |
| <b>EFFECTIVE GROSS INCOME</b>        | <b>329,004</b>     | <b>404,247</b>   | <b>478,926</b>   | <b>550,344</b> | <b>609,428</b>   |
| Less: Operating Expenses             | (283,314)          | (320,500)        | (354,071)        | (386,538)      | (414,424)        |
| Operating Expense Ratio              | 86.1%              | 79.3%            | 73.9%            | 70.2%          | 68.0%            |
| <b>NET OPERATING INCOME</b>          | <b>45,690</b>      | <b>83,746</b>    | <b>124,855</b>   | <b>163,806</b> | <b>195,004</b>   |
| Less: Annual Debt Service            | (31,000)           | (31,000)         | (31,000)         | (31,000)       | (31,000)         |
| <b>NET CASH FLOW</b>                 | <b>14,690</b>      | <b>52,746</b>    | <b>93,855</b>    | <b>132,806</b> | <b>164,004</b>   |
| <b>PROPERTY RESALE ANALYSIS</b>      |                    |                  |                  |                |                  |
| Projected Sales Price                | 456,898            | 837,462          | 1,248,546        | 1,638,061      | 1,950,039        |
| Less: Selling Expenses               | (13,707)           | (25,124)         | (37,456)         | (49,142)       | (58,501)         |
| Less: Loan Balance                   | (775,000)          | (775,000)        | (775,000)        | (775,000)      | (775,000)        |
| <b>NET SALE PROCEEDS</b>             | <b>(331,809)</b>   | <b>37,338</b>    | <b>436,090</b>   | <b>813,919</b> | <b>1,116,538</b> |
| <b>CASH SUMMARY</b>                  |                    |                  |                  |                |                  |
| Net Cash Flow                        | 14,690             | 52,746           | 93,855           | 132,806        | 164,004          |
| Previous Years Net Cash Flow         |                    | 14,690           | 67,436           | 161,291        | 294,097          |
| Net Sale Proceeds                    | (331,809)          | 37,338           | 436,090          | 813,919        | 1,116,538        |
| Down Payment                         | (775,000)          | (775,000)        | (775,000)        | (775,000)      | (775,000)        |
| <b>TOTAL CASH GENERATED</b>          | <b>(1,092,119)</b> | <b>(670,226)</b> | <b>(177,619)</b> | <b>333,015</b> | <b>799,638</b>   |
| <b>FINANCIAL MEASUREMENTS</b>        |                    |                  |                  |                |                  |
| Cap. Rate on Cost                    | 2.9%               | 5.4%             | 8.1%             | 10.6%          | 12.6%            |
| Exit Cap. Rate Assumption            | 10.0%              | 10.0%            | 10.0%            | 10.0%          | 10.0%            |
| Loan Constant                        | 4.0%               | 4.0%             | 4.0%             | 4.0%           | 4.0%             |
| Debt Coverage Ratio                  | 1.47               | 2.70             | 4.03             | 5.28           | 6.29             |
| Loan to Value Ratio                  | 170%               | 93%              | 62%              | 47%            | 40%              |
| Gross Rent Multiplier                | 4.7                | 2.1              | 2.6              | 3.0            | 3.2              |
| <b>Cash on Cash Return</b>           | <b>1.9%</b>        | <b>6.8%</b>      | <b>12.1%</b>     | <b>17.1%</b>   | <b>21.2%</b>     |
| <b>Internal Rate of Return (IRR)</b> | <b>N/A</b>         | <b>N/A</b>       | <b>N/A</b>       | <b>10.0%</b>   | <b>16.7%</b>     |







Realty & Capital Advisors

# What Sets Us Apart

710+ COMMUNITIES



### 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.

121,780+ SITES



### 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.

\$7.04B+ PRODUCTION



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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.



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- MIDWEST: JAMES MCCAUGHAN (305-588-5302)
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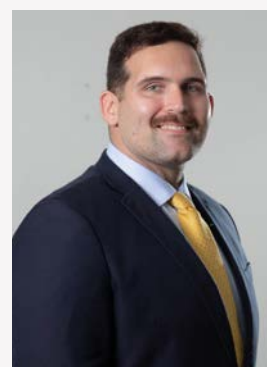




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*We have been building strong partnerships and taking care of our clients with the highest standard of professionalism since 2012.*

### 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

### 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 #11416085 75 +/- Site RV Resort in Rapid City, SD 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 Ken Schefler (or any party designated by Ken Schefler) (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

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Phone

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