

07/06/2026

#14195711

>> SKIP TO NDA

Midcoast Maine
Scenic Lakefront RV Campground

3 Stars • 100 - 200 Sites • All Age



\$6,000,000 Target Price



Presented by



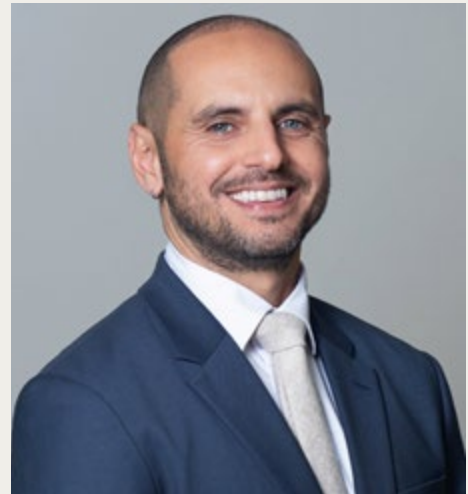
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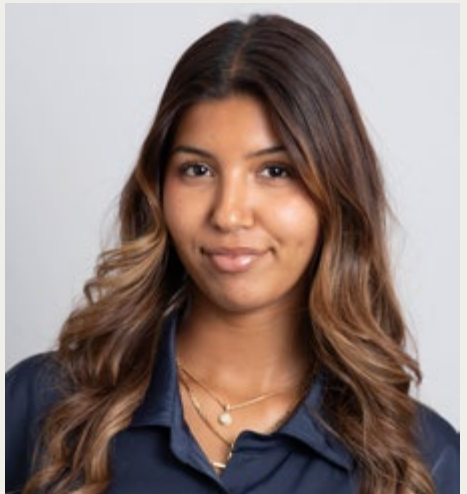
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Offering Timeline



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Property Highlights

Strategic Lakefront Investment Opportunity

A rare opportunity to acquire a premier waterfront outdoor hospitality asset in Maine's Midcoast region. The subject combines a highly desirable natural setting with diversified revenue drivers and long-term value creation potential.

Scale, Privacy, and Expansion Potential

A blend of open meadows and wooded landscape provides both seclusion and flexibility. The property includes approvals for 30 additional sites, offering a clear path to increased capacity and long-term revenue growth.

Established Amenities Driving Guest Demand

Guests enjoy a full suite of amenities, including a lakeside beach, a newly constructed 70-foot dock with boat slips, playground, entertainment stage, golf cart rentals, bathhouse, laundry facilities, arcade room, and pavilion.

Diversified and Stable Income Streams

The subject features a diversified mix of RV sites, tent sites, cabins, bunkhouses, a park model, and a lakefront cottage with a private dock. This balanced mix supports both recurring seasonal income and high-margin short-term stays.

Distinctive Value-Add Opportunity

A historic post-and-beam barn dating to the early 1900s – previously operated as a wedding venue – offers potential for event-based revenue or adaptive reuse.



Property Discussion

Ideally positioned within Maine's Midcoast region, the subject offers investors a rare opportunity to acquire a premier waterfront outdoor hospitality asset featuring a diverse natural landscape and a range of site options, including grassy, wooded, water-view, and direct waterfront settings. The property's setting supports a variety of guest experiences while creating a highly desirable destination for seasonal and transient visitors alike.

The subject features a diverse mix of accommodations, including seasonal RV sites, transient RV sites, rustic tent sites, water-view cabins, bunkhouses, a park model, and a lakefront cottage with a private dock, creating a well-balanced operating platform with multiple revenue streams. An additional 30 approved sites provide a clear opportunity for future expansion. A historic 1900s post-and-beam barn, previously used as a wedding venue, presents further potential for event-driven income.

Amenities are well maintained and include a sandy lakeside beach, new dock and boat slips, entertainment stage, playground, bathhouse, laundry facilities, and game room. Additional income is generated through dock space rental, canoe and kayak rental, golf cart rental and off-season RV storage.

The property is supported by private infrastructure, including multiple well-maintained septic systems, a new leach field, 2 private wells, and recently upgraded electrical panels delivering 50-amp service to most RV sites. Durable plastic water lines and PVC sewer systems contribute to efficient operations and reduced maintenance needs.

Family-owned and carefully maintained, the property offers an attractive investment profile, with cash-on-cash returns starting around 11% and projected to reach 17.0% by Year 5, alongside an estimated five-year IRR in the low twenties.

Property Parcel Map

Property Details

Property Type	Seasonal RV Campground
Star Rating	3 Stars
Age Restriction	All-Age
Number of Sites	100 - 200 Sites
Property Acreage	50+/- Ac.
Sites/Acre	3+/- Sites/Ac.
Avg. Annual Revenue Per Site	\$5,250 - \$7,400
Flood Zone	Zone X - No Flood Risk

Infrastructure

Water Service	Private - Well
Sewer Service	Private
Water Line Construction	Plastic
Sewer Line Construction	PVC
Water & Sewer Line Maintenance	Owner Responsibility
Water & Sewer Meters Available	None
Water & Sewer Billing	Included in Rent
Trash Service	Dumpster
Trash Billing	Included in Rent
Electric Amperage	30/50 Amp
Tenant Lawn Maintenance	Owner Responsibility
Road Construction	Gravel
Road Maintenance	Owner Responsibility



Property Amenities Highlights

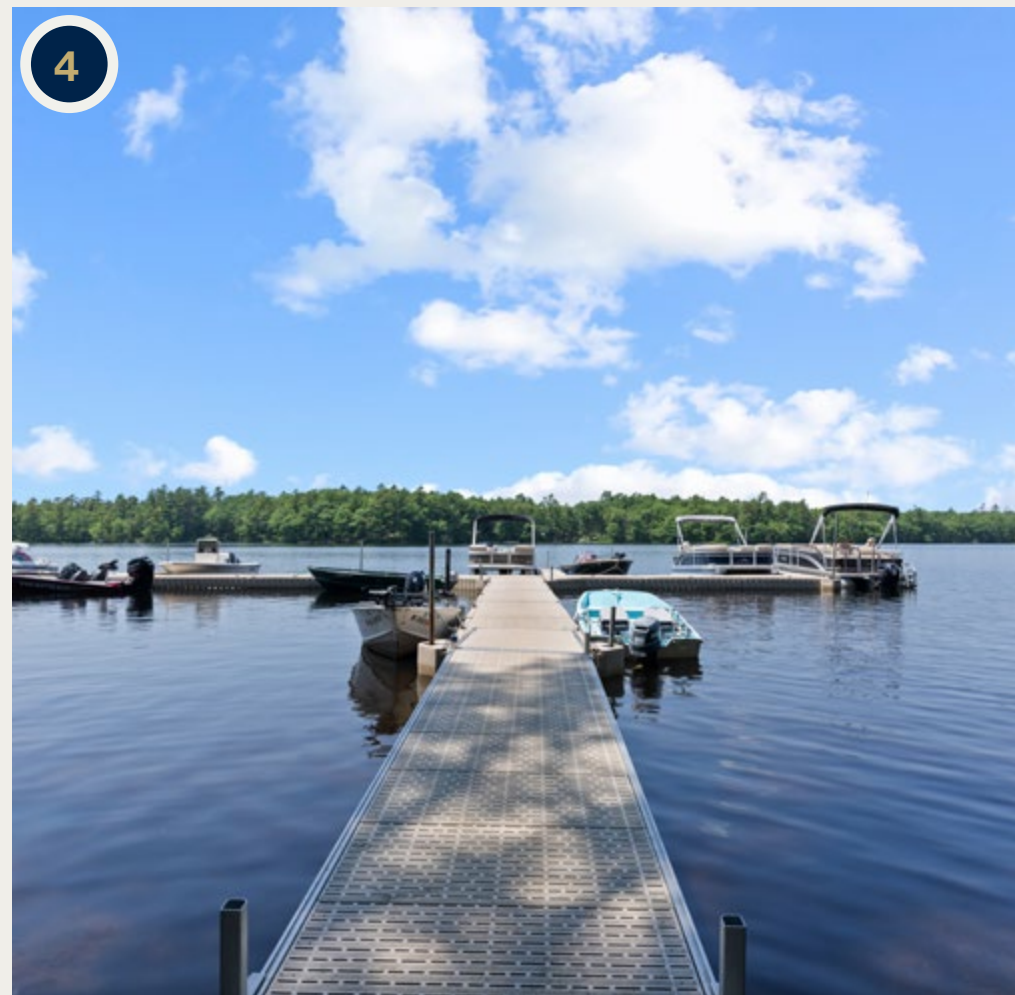


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Property Photos

Property Aerial	1	Property Aerial	2	Beach Volleyball Court	3	Boat Dock	4
RV Campsites	5	Beach	6	Tent Site	7	Cabins	8



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Property Photos

Event Barn	9	Event Barn Interior	10	Campground Landscape	11	Event Barn Interior	12
Event Barn Interior	13	Laundry Facility	14	Lakefront Cottage	15	Camp Store	16



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Purchase Overview

8.5%
 1st Year
 Cap Rate

21.5%
 5th Year
 IRR

\$34,300 - \$48,000
 Price
 Per Site

Purchase Overview

Target Price	\$6,000,000
Down Payment	\$2,200,000
Loan Amount	\$3,800,000
Per Site Overview	
Purchase Price Per Site	\$34,300 - \$48,000
Revenue Per Site	\$5,250 - \$7,400
Expense Per Site	(\$2,350 - \$3,300)
Disposition Assumptions	
Exit Capitalization Rate	8.50%
Projected Selling Expenses	3.00%

Financial Measurements

	Year 1	Year 3	Year 5
Effective Gross Income	922,843	1,016,864	1,120,465
Less: Operating Expenses	(414,630)	(441,474)	(470,115)
Operating Expenses Ratio	44.9%	43.4%	42.0%
Net Operating income	508,213	575,390	650,351
Less: Annual Debt Service	(275,500)	(275,500)	(275,500)
Debt Coverage Ratio	1.84	2.09	2.36
Net Cash Flow	232,713	299,890	374,851
Cap. Rate on Cost	8.47%	9.59%	10.84%
Exit Cap. Rate Assumption	8.50%	8.50%	8.50%
Gross Rent Multiplier	6.5	6.7	6.8
Cash on Cash Return	10.6%	13.6%	17.0%
Internal Rate of Return (IRR)	1.5%	19.0%	21.5%

Proposed Financing Overview

CMBS
 Financing
 Type

7.25%
 Interest
 Rate

5
 Year
 Term

Proposed Financing Overview

Total Equity Contribution	\$2,200,000
Loan Amount	\$3,800,000
Loan to Value	63%
Interest Rate	7.25%
Amortization	Full Term I/O
Interest Only Period	5 Years
Loan Term	5 Years
Interest Only Payment	\$22,958
Amortization Payment	\$25,923
Financing Type	CMBS
Quote Date	July 2026



Pro Forma Growth Assumptions

Start Date & Hold Period	- Pro Forma Start Date: 11/1/2026 - Projected Hold Period: 5+ Years					
	Year 1	Year 2	Year 3	Year 4	Year 5	
Rental Revenue Growth	Seasonal RV's	5%	5%	5%	5%	5%
	Transient RV's	5%	5%	5%	5%	5%
	Cabins, Cottages, & Tents	5%	5%	5%	5%	5%
	Vacant Park Model Rental		5%	5%	5%	5%
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 Liability: We do not project any tax reassessment liability. Sale does not trigger a reassessment, as the property was reassessed last year and is currently on a 10-year reassessment cycle. Per county guidance, reassessment would only occur in limited circumstances such as material permitted improvements or legal description changes.					
Disposition Assumptions	- Exit Capitalization Rate: 8.50% - Selling Expenses: 3.00%					
Proposed Financing Overview						
Interest Rate	Loan Amount	Amortization	Interest Only Period	Loan Term	Financing Type	
7.25%	\$3,800,000	Full Term I/O	5 Years	5 Years	CMBS	

5-Year Pro Forma

	Year 1	Year 2	Year 3	Year 4	Year 5
Income					
Rental Income	783,698	822,974	863,882	906,758	951,614
Rental Income Increase	39,276	40,260	42,204	44,148	46,716
Lease Up	12,879	13,527	14,199	14,907	15,651
Less: Vacancy	(12,879)	(12,879)	(13,527)	(14,199)	(14,907)
Other Income	99,869	104,862	110,106	115,611	121,391
Effective Gross Income	922,843	968,744	1,016,864	1,067,225	1,120,465
Expenses					
Advertising	5,000	5,150	5,305	5,464	5,628
Ancillary Operational Expenses	85,250	87,808	90,442	93,155	95,950
Auto Expense	5,000	5,150	5,305	5,464	5,628
Cable, Phone, Internet	8,500	8,755	9,018	9,288	9,567
General & Administrative	18,150	18,695	19,255	19,833	20,428
Insurance	38,000	39,140	40,314	41,524	42,769
Licenses & Permits	5,000	5,150	5,305	5,464	5,628
Meals, Travel, & Entertainment	1,500	1,545	1,591	1,639	1,688
Off-Site Management Fees @ 4.0%	36,914	38,750	40,675	42,689	44,819
Payroll Expense	50,000	51,500	53,045	54,636	56,275
Professional Fees	5,000	5,150	5,305	5,464	5,628
Real Estate Taxes	19,734	20,326	20,936	21,564	22,211
Repairs & Maintenance	46,000	47,380	48,801	50,265	51,773
Replacement Reserves	12,650	13,030	13,420	13,823	14,238
Supplies	6,000	6,180	6,365	6,556	6,753
Utilities	70,000	72,100	74,263	76,491	78,786
Lease Up Operational Expense	1,932	2,029	2,130	2,236	2,348
Total Expenses	414,630	427,836	441,474	455,554	470,115
Net Operating Income	508,213	540,908	575,390	611,670	650,351
Less: Annual Debt Service	(275,500)	(275,500)	(275,500)	(275,500)	(275,500)
Net Cash Flow	232,713	265,408	299,890	336,170	374,851

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Cash Flow Analysis

	Year 1	Year 2	Year 3	Year 4	Year 5
Operating Income Summary					
Effective Rental Income	822,974	863,882	906,758	951,614	999,074
Other Income	99,869	104,862	110,106	115,611	121,391
Effective Gross Income	922,843	968,744	1,016,864	1,067,225	1,120,465
Less: Operating Expenses	(414,630)	(427,836)	(441,474)	(455,554)	(470,115)
Operating Expense Ratio	44.9%	44.2%	43.4%	42.7%	42.0%
Net Operating Income	508,213	540,908	575,390	611,670	650,351
Less: Annual Debt Service	(275,500)	(275,500)	(275,500)	(275,500)	(275,500)
Net Cash Flow	232,713	265,408	299,890	336,170	374,851
Property Resale Analysis					
Projected Sales Price	5,978,981	6,363,624	6,769,293	7,196,123	7,651,186
Less: Selling Expenses	(179,369)	(190,909)	(203,079)	(215,884)	(229,536)
Less: Loan Balance	(3,800,000)	(3,800,000)	(3,800,000)	(3,800,000)	(3,800,000)
Net Sale Proceeds	1,999,612	2,372,715	2,766,214	3,180,239	3,621,651
Cash summary					
Net Cash Flow	232,713	265,408	299,890	336,170	374,851
Previous Years Net Cash Flow		232,713	498,121	798,011	1,134,182
Net Sale Proceeds	1,999,612	2,372,715	2,766,214	3,180,239	3,621,651
Down Payment	(2,200,000)	(2,200,000)	(2,200,000)	(2,200,000)	(2,200,000)
Total Cash Generated	32,325	670,837	1,364,225	2,114,421	2,930,683
Financial Measurements					
Cap. Rate on Cost	8.5%	9.0%	9.6%	10.2%	10.8%
Exit Cap. Rate Assumption	8.5%	8.5%	8.5%	8.5%	8.5%
Loan Constant	7.3%	7.3%	7.3%	7.3%	7.3%
Debt Coverage Ratio	1.84	1.96	2.09	2.22	2.36
Loan to Value Ratio	64%	60%	56%	53%	50%
Debt Yield	13.4%	14.2%	15.1%	16.1%	17.1%
Gross Rent Multiplier	6.5	6.6	6.7	6.7	6.8
Cash on Cash Return	10.6%	12.1%	13.6%	15.3%	17.0%
Internal Rate of Return (IRR)	1.5%	14.9%	19.0%	20.7%	21.5%



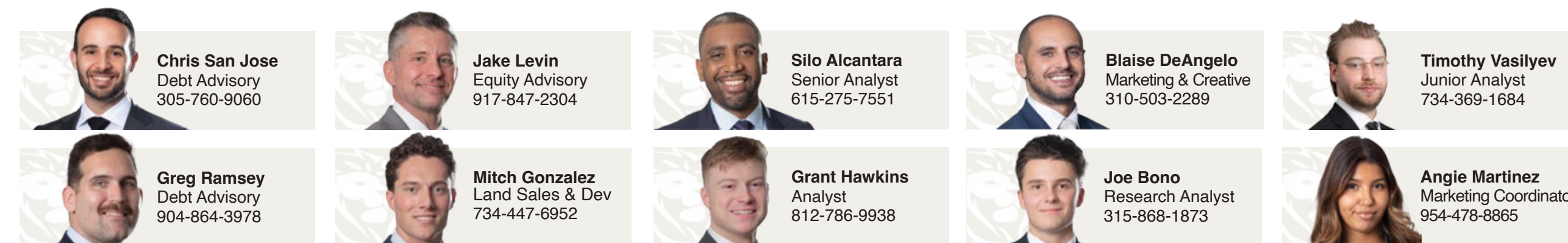
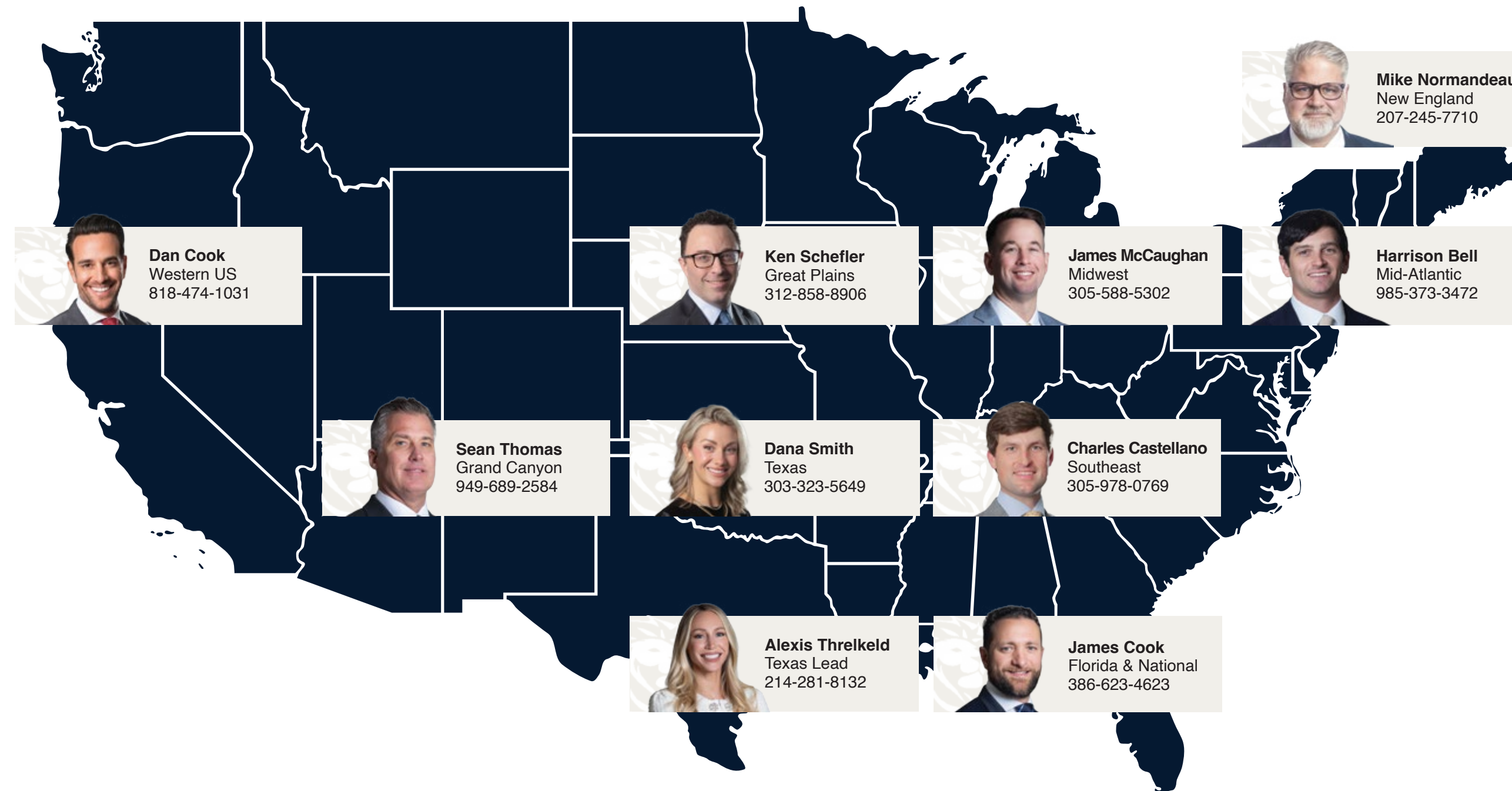
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- 10 to 30 Year Terms
- 30 Year AM, up to Full Term Interest-Only
- Up to 80% LTV
- Non-Recourse

CMBS

- 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

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Non-Disclosure Confidentiality Agreement



Regarding Property: Offering #14195711 100-200 Site Lakefront RV Campground in Midcoast 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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