

10/20/25

#04316142

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## Southeast New Mexico RV Park

★★★★  50-70 SITES  ALL-AGE

 **Yale**  
Realty & Capital Advisors



**\$3,300,000** REDUCED PRICE  
~~\$3,600,000~~

# PRESENTED BY



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## Property Highlights

**Upgraded Infrastructure:** Full-service RV sites with municipal water, septic, and updated 30/50 amp pedestals, plus recent capital improvements across the park

**Seller Financing Available:** Proposed financing terms of 75% Loan to Value, 6% Interest Rate, and 5 Years of I/O give strong return metrics, including a 23.4% IRR in Year 5

**Amenity-Rich Asset:** Clubhouse, store, laundry, propane sales, dog park, and brand-new above-ground pool enhance guest experience and value

**Turnkey Operations:** On-site owner/management team, dedicated website, and established marketing channels in place for smooth ownership transition

**Consistent Demand Drivers:** Strong mix of short-term travelers and extended-stay tenants fueled by year-round tourism and local employment



## Property Discussion

This offering presents a rare opportunity to acquire a turnkey, all-age RV park with strong infrastructure and in-place operations. Situated on approximately ~5 acres, the property features 50-70 RV sites with updated utilities, including municipal water, septic, and 30/50 amp service. Recent ownership improvements include upgraded water lines, electrical systems, fencing, and utility pedestals, significantly reducing deferred maintenance and enhancing long-term durability.

The park offers a broad set of amenities uncommon for assets of this size, including an on-site office/store, 4K+ sq. ft. SFR, clubhouse, laundry facilities, restrooms with showers, propane sales, dog park, playground, and BBQ area. A newly constructed above-ground swimming pool adds further value. The fully fenced property features on-site cameras for enhanced security and operates with an experienced on-site team supported by in-place marketing and a dedicated website.

Demand drivers include consistent visitation from tourism and extended-stay workforce tenants, supported by strong regional employment, destination appeal, and limited competition. The property benefits from high visibility and easy access along a main corridor, contributing to reliable occupancy and repeat business.

With a strong operating history, thoughtful recent improvements, and a diverse tenant base, this opportunity offers an ideal entry point for regional operators, lifestyle investors, or first-time park owners looking for a stable, income-producing asset with long-term upside.



## Property Overview →

### PROPERTY DETAILS

Property Type	RV Park
Star Rating	3.5 Stars
Age Restriction	All-Age
Number of Sites	50-70 Sites
Property Acreage	~5 Acres
Flood Zone	None

### INFRASTRUCTURE

Water Service	Municipal
Sewer Service	Septic
Water & Sewer Billing	Included in Rate
Trash Service	Dumpster
Trash Billing	Included in Rate
Electric Service	30 & 50 Amp
Fencing	Metal
Road Construction	Gravel
Road Maintenance	Park Responsibility



### Property Amenities

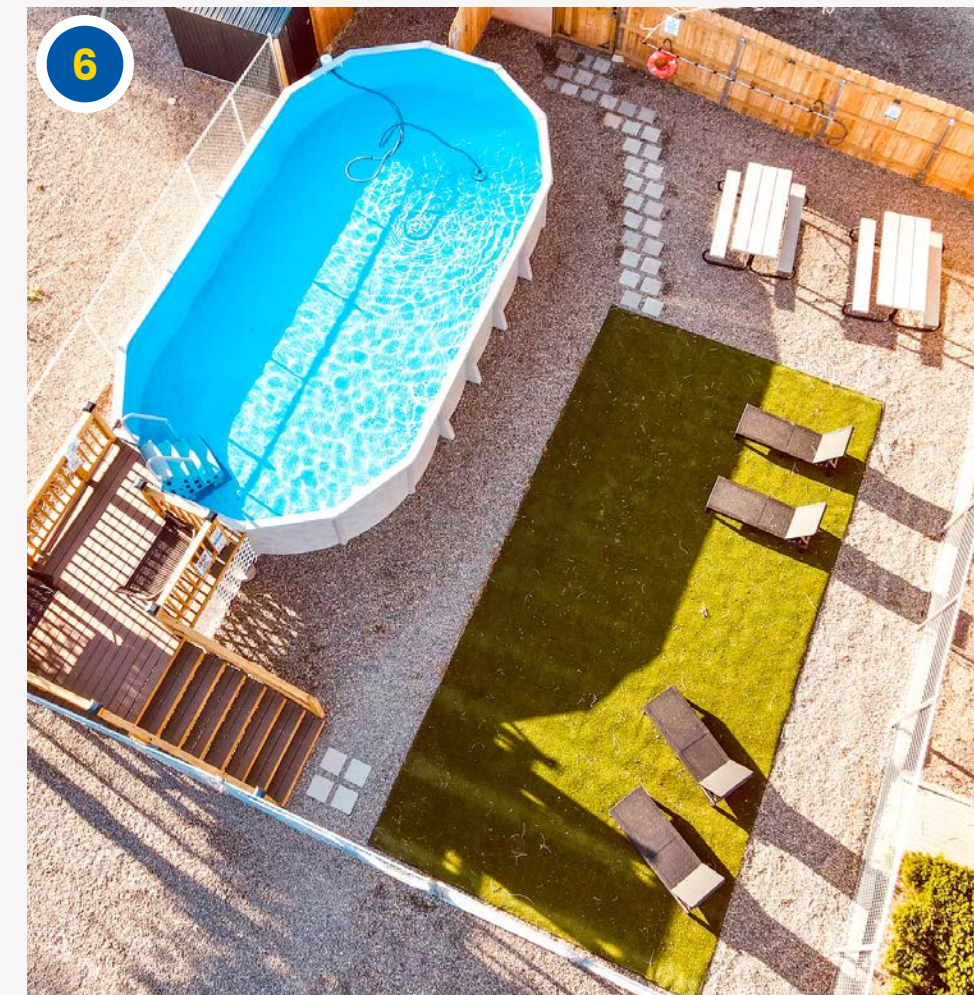
-  Clubhouse
-  Swimming Pool
-  Restrooms/Showers
-  Laundry Facility
-  Propane (\$)
-  Dog Park
-  Wifi
-  Store
-  On-Site Management
-  BBQ Area
-  24/7 Surveillance
-  Playground

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Property Photos →

PROPERTY AERIAL	1	STREET VIEW	2	STREET VIEW	3	STREET VIEW	4
STREET VIEW	5	SWIMMING POOL / SUNNING AREA	6	PLAYGROUND / CLUBHOUSE	7	DOG PARK	8



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Purchase Overview →

**PURCHASE OVERVIEW**

<b>TARGET PRICE</b>	<b>\$3,300,000</b>
Down Payment	\$800,000
Loan Amount	\$2,500,000
<b>PER SITE OVERVIEW</b>	
Purchase Price Per Site	\$47,150 - \$66,000
Revenue Per Site	\$6,250 - \$8,750
Expense Per Site	(\$2,750 - \$3,900)
<b>DISPOSITION ASSUMPTIONS</b>	
Exit Capitalization Rate	8.50%
Projected Selling Expenses	3.00%

**FINANCIAL MEASUREMENTS**

	YEAR 1	YEAR 3	YEAR 5
<b>EFFECTIVE GROSS INCOME</b>	<b>438,416</b>	<b>498,663</b>	<b>549,888</b>
Less: Operating Expenses	(194,066)	(208,282)	(221,147)
Operating Expenses Ratio	44.3%	41.8%	40.2%
<b>NET OPERATING INCOME</b>	<b>244,350</b>	<b>290,381</b>	<b>328,741</b>
Less: Annual Debt Service	(150,000)	(150,000)	(150,000)
Debt Coverage Ratio	1.63	1.94	2.19
<b>NET CASH FLOW</b>	<b>94,350</b>	<b>140,381</b>	<b>178,741</b>
<b>Cap. Rate on Cost</b>	<b>7.40%</b>	<b>8.80%</b>	<b>9.96%</b>
Exit Cap. Rate Assumption	8.50%	8.50%	8.50%
Economic Occupancy %	96.1%	100.0%	100.0%
Gross Rent Multiplier	7.5	6.9	7.0
<b>CASH ON CASH RETURN</b>	<b>11.8%</b>	<b>17.5%</b>	<b>22.3%</b>
<b>INTERNAL RATE OF RETURN (IRR)</b>	<b>N/A</b>	<b>15.1%</b>	<b>23.4%</b>

Proposed Financing Overview →

**PROPOSED FINANCING OVERVIEW**

Total Equity Contribution	\$800,000
<b>LOAN AMOUNT</b>	<b>\$2,500,000</b>
Loan to Value	76%
Interest Rate	6.00%
Amortization	30 Years
Interest Only Period	5 Years
Loan Term	5 Years
Interest Only Payment	\$12,500
Amortization Payment	\$14,989
Financing Type	Seller
Quote Date	July 2025



**1ST YEAR CAP RATE**

7.40%



**PRICE/SITE**

\$47,150 - \$66,000



**INTEREST RATE**

6.00%



**LOAN TERM**

5 Years



**FINANCING TYPE**

Seller



## Pro Forma Growth Assumptions →

<b>START DATE &amp; HOLD PERIOD</b>	- Pro Forma Start Date: 11/1/2025 - Projected Hold Period: 5+ Years					
<b>RENTAL REVENUE GROWTH</b>		<b>YEAR 1</b>	<b>YEAR 2</b>	<b>YEAR 3</b>	<b>YEAR 4</b>	<b>YEAR 5</b>
	Rent Increase Schedule	5.0%	5.0%	5.0%	5.0%	5.0%
<b>LEASE UP</b>	- Leased the commercial building & SFH in the first half of Y1.					
<b>PRO FORMA ADD'L INCOME FROM CONVERSION</b>	- Converted 2 sites that are currently in use by 2 storage sites to fully revenue producing RV sites. Seller indicated they are ready to rent, 1 FHU & 1 W/E, requiring no CAPEX for conversion.					
<b>GLOBAL OTHER INCOME GROWTH</b>	- Global other income growth of 5% per year					
<b>GLOBAL EXPENSE GROWTH</b>	- Global expense growth of 3% per year					
<b>REAL ESTATE TAXES</b>	- <b>Tax Reassessment Value:</b> Seller noted that their assessed value did not increase after acquisition. Limited value increase to 100%. - <b>Tax Reassessment Liability:</b> We estimate taxes will double in Year 2 of ownership.					
<b>DISPOSITION ASSUMPTIONS</b>	- <b>Exit Capitalization Rate:</b> 8.50% - <b>Selling Expenses:</b> 3.00%					

## PROPOSED FINANCING OVERVIEW

INTEREST RATE	LOAN AMOUNT	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE
6.00%	\$2,500,000	30 Years	5 Years	5 Years	Seller

## 5 Year Pro Forma →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>INCOME</b>					
Potential Rental Income	332,919	347,079	364,659	383,067	402,327
Rent Increase Income	14,160	14,868	15,576	16,284	16,992
Lease Up	40,500	56,712	59,544	62,520	65,640
Pro Forma Add'l Income from Conversion	9,935	10,439	10,967	11,519	12,095
<b>LESS: VACANCY</b>	<b>(54,000)</b>	<b>(54,000)</b>	<b>(56,712)</b>	<b>(59,544)</b>	<b>(62,520)</b>
Other Income	94,903	99,648	104,630	109,862	115,355
<b>EFFECTIVE GROSS INCOME</b>	<b>438,416</b>	<b>474,745</b>	<b>498,663</b>	<b>523,707</b>	<b>549,888</b>
<b>EXPENSES</b>					
Advertising	5,000	5,150	5,305	5,464	5,628
Ancillary Operational Expenses	35,000	36,050	37,132	38,245	39,393
Cable, Phone, Internet	11,750	12,103	12,466	12,840	13,225
Electric	39,675	40,865	42,091	43,354	44,655
General & Administrative	4,550	4,687	4,827	4,972	5,121
General & Administrative - CC Fees	3,800	4,115	4,322	4,539	4,766
Insurance	12,611	12,989	13,379	13,780	14,194
Licenses & Permits	400	412	424	437	450
Meals, Travel, & Entertainment	1,000	1,030	1,061	1,093	1,126
Natural Gas	2,100	2,163	2,228	2,295	2,364
Payroll Expense	35,000	36,050	37,132	38,245	39,393
Professional Fees	3,000	3,090	3,183	3,278	3,377
Real Estate Taxes	2,046	2,107	2,170	2,235	2,302
Real Estate Taxes - Non-Ad Valorem	384	395	407	420	432
Real Estate Taxes Reassessment		2,046	2,107	2,170	2,235
Repairs & Maintenance	13,750	14,163	14,587	15,025	15,476
Replacement Reserves	6,800	7,004	7,214	7,431	7,653
Supplies	5,000	5,150	5,305	5,464	5,628
Trash	5,075	5,227	5,384	5,546	5,712
Water & Sewer	7,125	7,339	7,559	7,786	8,019
<b>TOTAL EXPENSES</b>	<b>194,066</b>	<b>202,134</b>	<b>208,282</b>	<b>214,618</b>	<b>221,147</b>
<b>NET OPERATING INCOME</b>	<b>244,350</b>	<b>272,611</b>	<b>290,381</b>	<b>309,089</b>	<b>328,741</b>
<b>LESS: ANNUAL DEBT SERVICE</b>	<b>(150,000)</b>	<b>(150,000)</b>	<b>(150,000)</b>	<b>(150,000)</b>	<b>(150,000)</b>
<b>NET CASH FLOW</b>	<b>94,350</b>	<b>122,611</b>	<b>140,381</b>	<b>159,089</b>	<b>178,741</b>



## Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>OPERATING INCOME SUMMARY</b>					
Effective Rental Income	343,513	375,097	394,033	413,845	434,533
Other Income	94,903	99,648	104,630	109,862	115,355
<b>EFFECTIVE GROSS INCOME</b>	<b>438,416</b>	<b>474,745</b>	<b>498,663</b>	<b>523,707</b>	<b>549,888</b>
Less: Operating Expenses	(194,066)	(202,134)	(208,282)	(214,618)	(221,147)
Operating Expense Ratio	44.3%	42.6%	41.8%	41.0%	40.2%
<b>NET OPERATING INCOME</b>	<b>244,350</b>	<b>272,611</b>	<b>290,381</b>	<b>309,089</b>	<b>328,741</b>
Less: Annual Debt Service	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)
<b>NET CASH FLOW</b>	<b>94,350</b>	<b>122,611</b>	<b>140,381</b>	<b>159,089</b>	<b>178,741</b>
<b>PROPERTY RESALE ANALYSIS</b>					
Projected Sales Price	2,874,709	3,207,186	3,416,251	3,636,340	3,867,538
Less: Selling Expenses	(86,241)	(96,216)	(102,488)	(109,090)	(116,026)
Less: Loan Balance	(2,500,000)	(2,500,000)	(2,500,000)	(2,500,000)	(2,500,000)
<b>NET SALE PROCEEDS</b>	<b>288,468</b>	<b>610,970</b>	<b>813,763</b>	<b>1,027,250</b>	<b>1,251,512</b>
<b>CASH SUMMARY</b>					
Net Cash Flow	94,350	122,611	140,381	159,089	178,741
Previous Years Net Cash Flow		94,350	216,961	357,342	516,431
Net Sale Proceeds	288,468	610,970	813,763	1,027,250	1,251,512
Down Payment	(800,000)	(800,000)	(800,000)	(800,000)	(800,000)
<b>TOTAL CASH GENERATED</b>	<b>(417,182)</b>	<b>27,931</b>	<b>371,105</b>	<b>743,681</b>	<b>1,146,684</b>
<b>FINANCIAL MEASUREMENTS</b>					
Cap. Rate on Cost	7.4%	8.3%	8.8%	9.4%	10.0%
Exit Cap. Rate Assumption	8.5%	8.5%	8.5%	8.5%	8.5%
Loan Constant	6.0%	6.0%	6.0%	6.0%	6.0%
Debt Coverage Ratio	1.63	1.82	1.94	2.06	2.19
Loan to Value Ratio	87%	78%	73%	69%	65%
Gross Income Multiplier	7.5	6.8	6.9	6.9	7.0
<b>Cash on Cash Return</b>	<b>11.8%</b>	<b>15.3%</b>	<b>17.5%</b>	<b>19.9%</b>	<b>22.3%</b>
<b>Internal Rate of Return (IRR)</b>	<b>N/A</b>	<b>1.8%</b>	<b>15.1%</b>	<b>20.7%</b>	<b>23.4%</b>





Realty & Capital Advisors

# What Sets Us Apart

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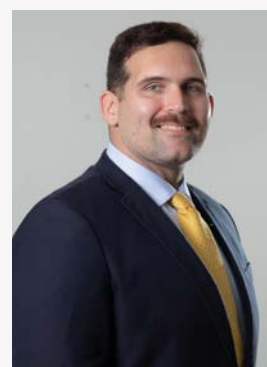
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- 10 to 30 Year Terms
- 30 Year AM, up to Full Term Interest-Only
- Up to 80% LTV
- Non-Recourse
- 5 to 10 Year Terms
- 30 Year AM, up to Full-Term Interest-Only
- Up to 80% LTC
- Non-Recourse

### 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

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# Non Disclosure Agreement



## Regarding Property: Offering #04316142 50-70 Site RV Park in Southeast NM

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.

(d) I understand that should I, one of my affiliates, or a related entity invest in, acquire, or otherwise become connected with consummating either: (A) a Potential Transaction introduced to me by Broker or Yale within two (2) years of Broker or Yale introducing such Potential Transaction to me or one of my Representatives, or (B) a transaction with a Seller other than a Potential Transaction (a "Referral Transaction") that occurs within two (2) years of Broker or Yale introducing such Seller to me, I shall compensate Broker with a fee that is equal to **three percent (3%)** of the Total Enterprise Value of such Potential Transaction or Referral Transaction (the "Transaction Fee"). The "Total Enterprise Value" is defined as (i) the aggregate cash consideration paid by me or my affiliate in connection with consummating the Potential Transaction or Referral Transaction, (ii) the principal amount of all funded indebtedness for borrowed money that I assume in connection with consummating the Potential Transaction or Referral Transaction at closing, and (iii) any seller notes and deferred and/or contingent payments. I shall pay 100% of the Transaction Fee at the time of the closing of the Potential Transaction or Referral Transaction. I may request that Seller pays the Transaction Fee, but in the event that Seller refuses to pay such Transaction Fee, I will be responsible for paying the Transaction Fee to Broker. The Transaction Fee shall constitute the only fee I am obligated to pay to Broker or Yale.

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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