

10/09/25

#02093906

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Orlando – Daytona, FL
Long Term Senior RV Park

★★★★★ 🏠 50-75 Sites 👤 55+



\$3,350,000 REDUCED PRICE
~~\$4,100,000~~



PRESENTED BY



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Property Highlights

The property is located in a rapidly growing market

Highly permanent RV park with below market rents

Substantial additional underutilized land

Many additional revenue opportunities

WWTP and Well connections, all appear to be in great shape



Property Discussion

The subject property is a well-maintained, long time held RV park with 70%+ of the tenants on annual leases. The property features off-street parking for every space, with a mix of concrete and grass sites. Additionally, there are 7+ acres of beautiful ponds, adding to the desirability and beauty for residents.

We are told ownership upgraded most of the electrical infrastructure about 3 years ago, and all sites now have 50-amp connections. The property is serviced by a WWTP and well system that we are told are in excellent condition.

Our rent study found the long-term rates were at least \$2,000 below market annually. Additionally, there are roughly 25 acres of additional land which has many potential new income streams. The land is significantly underutilized, giving a buyer substantial upside potential.

Operations are currently handled by great in place staff, making this a turnkey value-add opportunity. The employees have lived and worked there for 10+ years and plan to stay in place for the foreseeable future.

Large developers have plans to develop a massive residential development within 5 miles of this location. Additionally, the county plans to expand the frontage roadway from 2-lanes to 4-lanes due to the expected massive daily traffic increase in the next 5-10 years. These changes make this an asymmetrical, covered land bank with great in-place cashflow, and many levers to increase that.



Property Details →

PROPERTY DETAILS

Property Type	RV Park
Star Rating	3 Stars
Age Restriction	55+
Number of Sites	50+/- Sites
Annual RV %	75%
Property Acreage	40+/- Acres
Average Revenue Per Site	\$5,695
Average Site Dimensions	25' x 55'
Flood Zone	Zone A - Moderate Flood Risk

INFRASTRUCTURE

Water Service	Well
Sewer Service	WWTP
Water & Sewer Line Maintenance	Community Responsibility
Water & Sewer Meters Available	None Metered
Water & Sewer Billing	Included in Rate
Trash Service	Dumpster
Trash Billing	Included in Rate
Electric Amperage	30/50 Amp
Road Construction	Asphalt
Road Maintenance	Park Responsibility



Property Amenities Highlight





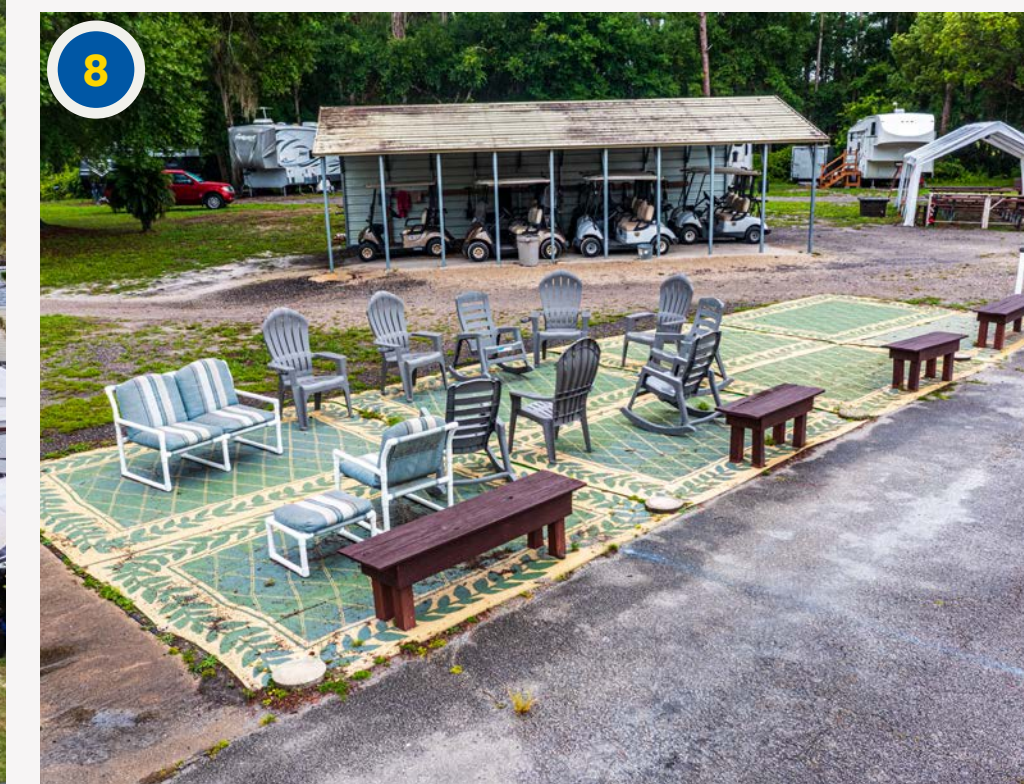
Property Photos →

STREET VIEW 1
STREET VIEW 5

STREET VIEW 2
STREET VIEW 6

STREET VIEW 3
COMMON AREAS 7

STREET VIEW 4
COMMON AREAS 8



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Purchase Overview →

PURCHASE OVERVIEW

TARGET PRICE	\$3,350,000
Land Price	\$100,000
COMMUNITY PRICE	\$3,250,000
Down Payment	\$1,050,000
Loan Amount	\$2,200,000

PER SITE OVERVIEW

Purchase Price Per Site	\$46,450 - \$65,000
Revenue Per Site	\$6,850 - \$9,600
Expense Per Site	(\$3,300 - \$4,650)

DISPOSITION ASSUMPTIONS

Exit Capitalization Rate	8.00%
Projected Selling Expenses	3.00%

FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
EFFECTIVE GROSS INCOME	479,368	581,201	640,942
Less: Operating Expenses	(231,375)	(275,852)	(293,948)
Operating Expenses Ratio	48.3%	47.5%	45.9%
NET OPERATING INCOME	247,993	305,349	346,995
Less: Annual Debt Service	(149,600)	(149,600)	(149,600)
Debt Coverage Ratio	1.66	2.04	2.32
NET CASH FLOW	98,393	155,749	197,395
Cap. Rate on Cost*	7.58%	9.33%	10.60%
Exit Cap. Rate Assumption	8.00%	8.00%	8.00%
Economic Occupancy %	100.0%	100.0%	100.0%
Gross Rent Multiplier	6.8	6.6	6.8
CASH ON CASH RETURN*	9.2%	14.5%	18.4%
INTERNAL RATE OF RETURN (IRR)*	N/A	22.0%	23.8%

*Return calculation is based on the Park Value

Proposed Financing Overview →

PROPOSED FINANCING OVERVIEW

Total Equity Contribution*	\$1,150,000
LOAN AMOUNT	\$2,200,000
Loan to Value	68%
Interest Rate	6.80%
Amortization	30 Years
Interest Only Period	5 Years
Loan Term	5 Years
Interest Only Payment	\$12,467
Amortization Payment	\$14,342
Financing Type	CMBS w/1% buy down
Quote Date	May 2025

*Includes the land price



1ST YEAR CAP RATE

7.6%



PRICE/SITE

\$46,450 - \$65,000



INTEREST RATE

6.80%



LOAN TERM

5 Years



FINANCING TYPE

CMBS



Pro Forma Growth Assumptions →

START DATE & HOLD PERIOD	<ul style="list-style-type: none"> - Pro Forma Start Date: 1/1/2026 - Projected Hold Period: 5+ Years 					
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	
RENTAL REVENUE GROWTH						
Annual RV's	\$50	\$50	\$50	5%	5%	
Seasonal RV's	5%	5%	5%	5%	5%	
Transient RV's	5%	5%	5%	5%	5%	
PRO FORMA INCOME FROM CONVERSION TO ANNUALS	- Budgeted for all seasonals and transient sites converted to annuals at a pace of 6 per year. this is the additional income generated by converting a seasonal or transient site to an annual.					
GLOBAL OTHER INCOME GROWTH	- Global other income growth of 5% per year					
GENERAL & ADMINISTRATIVE - CC FEES	- Budgeted to remain at 1.3% of EGI					
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	<ul style="list-style-type: none"> - Tax Reassessment Value: We project the tax liability to increase by ~500%. This projection assumes a 30% allocation to goodwill, leases, and equipment, and a 80% market to just value adjustment. - Tax Reassessment Liability: We project the tax liability to increase to ~\$30k in year 2 of ownership. 					

PROPOSED FINANCING OVERVIEW

INTEREST RATE	LOAN AMOUNT	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE
6.80%	\$2,200,000	30 Years	5 Years	5 Years	CMBS w/1% buy down

5 Year Pro Forma →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Rental Income	341,729	370,757	399,797	428,993	450,413
Rent Increase Income	29,028	29,040	29,196	21,420	22,620
Pro Forma Add'l Income from Conversion to Annuals	8,111	27,752	41,407	43,507	45,751
Other Income	100,500	105,525	110,801	116,341	122,158
EFFECTIVE GROSS INCOME	479,368	533,074	581,201	610,261	640,942
EXPENSES					
Advertising	2,500	2,575	2,652	2,732	2,814
Ancillary Operational Expenses	4,500	4,635	4,774	4,917	5,065
Auto Expense	7,700	7,931	8,169	8,414	8,666
Cable, Phone, Internet	1,750	1,803	1,857	1,912	1,970
Electric	7,200	7,416	7,638	7,868	8,104
General & Administrative	2,500	2,575	2,652	2,732	2,814
General & Administrative - CC Fees	6,349	7,061	7,698	8,083	8,489
Insurance	30,000	30,900	31,827	32,782	33,765
Licenses & Permits	2,000	2,060	2,122	2,185	2,251
Meals, Travel, & Entertainment	500	515	530	546	563
Off-Site Management Fees @ 4.0%	19,175	21,323	23,248	24,410	25,638
Payroll Expense	67,235	69,252	71,329	73,469	75,673
Professional Fees	3,000	3,090	3,183	3,278	3,377
Real Estate Taxes	8,166	8,411	8,664	8,924	9,191
Real Estate Taxes Reassessment		25,746	26,519	27,314	28,134
Repairs & Maintenance	37,300	38,419	39,572	40,759	41,981
Replacement Reserves	6,000	6,180	6,365	6,556	6,753
Trash	3,500	3,605	3,713	3,825	3,939
Water & Sewer	22,000	22,660	23,340	24,040	24,761
TOTAL EXPENSES	231,375	266,156	275,852	284,747	293,948
NET OPERATING INCOME	247,993	266,918	305,349	325,515	346,995
LESS: ANNUAL DEBT SERVICE	(149,600)	(149,600)	(149,600)	(149,600)	(149,600)
NET CASH FLOW	98,393	117,318	155,749	175,915	197,395



Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	378,868	427,549	470,400	493,920	518,784
Other Income	100,500	105,525	110,801	116,341	122,158
EFFECTIVE GROSS INCOME	479,368	533,074	581,201	610,261	640,942
Less: Operating Expenses	(231,375)	(266,156)	(275,852)	(284,747)	(293,948)
Operating Expense Ratio	48.3%	49.9%	47.5%	46.7%	45.9%
NET OPERATING INCOME	247,993	266,918	305,349	325,515	346,995
Less: Annual Debt Service	(149,600)	(149,600)	(149,600)	(149,600)	(149,600)
NET CASH FLOW	98,393	117,318	155,749	175,915	197,395
PROPERTY RESALE ANALYSIS					
Projected Sales Price	3,099,909	3,336,473	3,816,864	4,068,934	4,337,432
Less: Selling Expenses	(92,997)	(100,094)	(114,506)	(122,068)	(130,123)
Less: Loan Balance	(2,200,000)	(2,200,000)	(2,200,000)	(2,200,000)	(2,200,000)
NET SALE PROCEEDS	806,912	1,036,378	1,502,358	1,746,866	2,007,309
CASH SUMMARY					
Net Cash Flow	98,393	117,318	155,749	175,915	197,395
Previous Years Net Cash Flow		76,393	193,711	349,460	525,374
Net Sale Proceeds	806,912	1,036,378	1,502,358	1,746,866	2,007,309
Interest Rate Buy Down Cost	(22,000)				
Down Payment	(1,050,000)	(1,050,000)	(1,050,000)	(1,050,000)	(1,050,000)
TOTAL CASH GENERATED	(166,695)	180,089	801,818	1,222,240	1,680,078
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost*	7.6%	8.2%	9.3%	9.9%	10.6%
Exit Cap. Rate Assumption	8.00%	8.00%	8.00%	8.00%	8.00%
Loan Constant	6.8%	6.8%	6.8%	6.8%	6.8%
Debt Coverage Ratio	1.66	1.78	2.04	2.18	2.32
Loan to Value Ratio*	71%	66%	58%	54%	51%
Gross Rent Multiplier	6.8	6.3	6.6	6.7	6.8
Cash on Cash Return*	9.2%	10.9%	14.5%	16.4%	18.4%
Internal Rate of Return (IRR)*	N/A	8.4%	22.0%	23.3%	23.8%

*Return calculation is based on the Park Value





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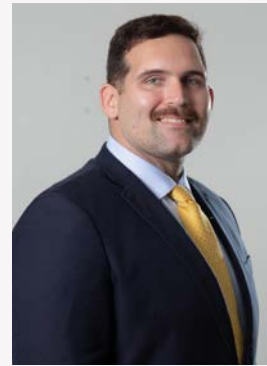
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Non Disclosure Agreement

Regarding Property: Offering #02093906 - 50-75 Site Long Term Senior RV Park in the Orlando - Daytona, FL Region

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 James Cook (or any party designated by James 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.

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

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