

06/24/26

#14197946

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Southern Maine
Waterfront Seasonal Campground

3 Star • 125-175 Sites • All-Age



\$6,100,000 Target Price



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



Blaise DeAngelo
Marketing & Creative Director
Marketing@YaleAdvisors.com

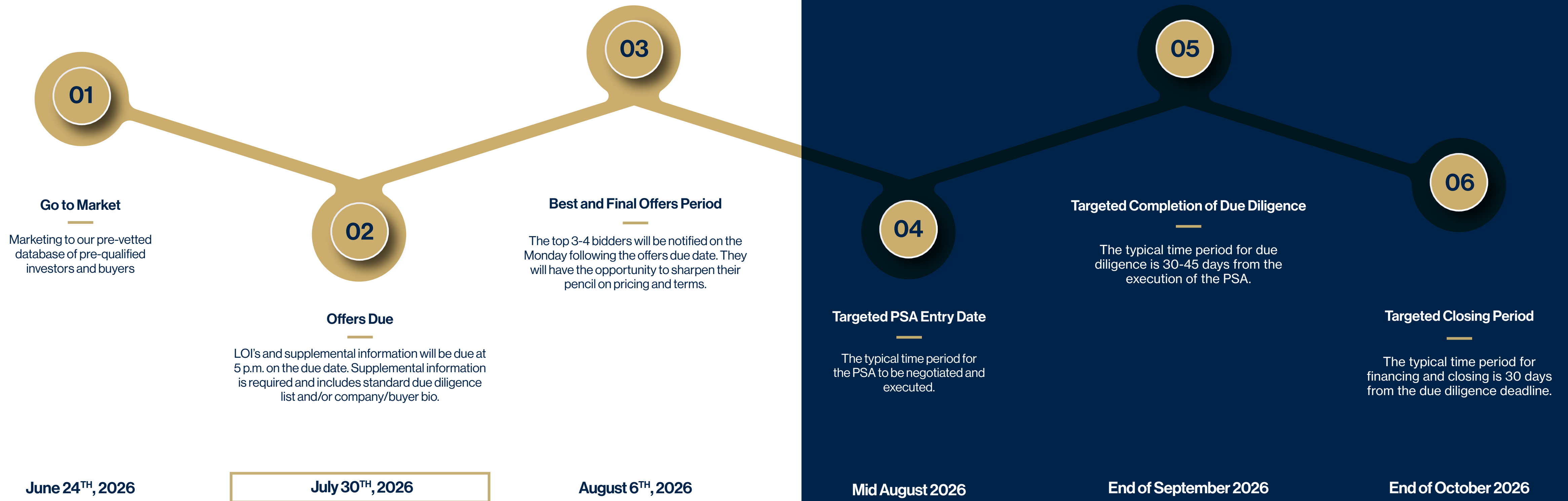


Angie Martinez
Marketing Coordinator
Coordinator@YaleAdvisors.com



Offering Timeline

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Offering Summary

Property Highlights

50+/- Acre Waterfront Site

3,200' of lake frontage featuring two private islands and a large sandy beach

Quiet, Peaceful Setting with Excellent Access

Just 20 minutes to area beaches and charming seaside villages. Minutes to highway access, shopping, and restaurants.

Turnkey Operation

Fully equipped workshop with vehicles, tractors, tools, and equipment included.

Extensive Amenities

Saltwater pool, camp store, lakeside playground, recreation hall, bathhouses with laundry facilities, and on-site management residence.

Strong Seasonal Concentration

Predictable, recurring revenue base with below-market legacy rents providing meaningful upside.

Updated Infrastructure

Upgraded 50-amp electrical service, private water and septic systems, with municipal water lines adjacent for future connection potential.



Property Discussion

A rare offering, this waterfront property boasts over 3,200 feet of lake frontage and two private islands, all set in a serene and peaceful setting that remains remarkably convenient. Charming seaside villages and beautiful beaches are just 20 minutes away, while highway access, shopping, and dining are only a short drive, delivering a great balance of privacy and accessibility.

Encompassing 50+/- pine-studded acres, the property is currently improved with more than 125 seasonal RV sites with room for expansion. Enhancements include a camp store with a manager's residence above, as well as a fully equipped workshop and barn complete with tools, equipment, vehicles, and tractors. Amenities are extensive and designed for recreation and comfort, featuring a large sandy beach, saltwater swimming pool, bathhouses with laundry facilities, a lakeside playground, recreation hall, and ball field. Direct access to nearby ATV trails connects guests to expansive forests and open fields, further elevating the outdoor experience.

Well-maintained infrastructure includes multiple septic systems and pump stations, a private well, and newly upgraded 50-amp electrical service to seasonal sites. A municipal water line runs adjacent to the campground entrance, offering future potential for public water connection. Onsite surplus grading materials simplify ongoing road and site maintenance.

Family-owned and carefully maintained, this asset presents a compelling investment opportunity. Current rents remain below market, creating meaningful upside potential in a high-demand recreational market highlighted by a 5-year cash-on-cash return north of 18% with an 18.5% projected year 5 IRR.

Property Overview

Property Details

Property Type	Seasonal RV Campground
Star Rating	3 Stars
Age Restriction	All-Age
Number of Sites	125-175 Sites
Property Acreage	50+/- Ac.
Sites/Acre	-3 Sites/Ac
Avg. Annual Revenue Per Site Rent	\$3,700
Flood Zone	Zone X/Zone AE
Season	April - October

Infrastructure

Water Service	Well
Sewer Service	Septic
Water Line Construction	Plastic
Sewer Line Construction	PVC
Water & Sewer Line Maintenance	Campground 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
Electric Billing	Included for Short Term Only
Road Construction	Gravel
Road Maintenance	Campground Responsibility



Property Amenities Highlights



- Swimming Pool
- Clubhouse
- Billiards
- Basketball Court
- Beach Volleyball Court
- Laundry Facility
- Store
- Restroom/Shower Facilities
- Lakefront Beach
- On-Site Management

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Property Photos

Property Aerial	1	Street View	2	Swimming Pool	3	Street View	4
Street View	5	Lakefront Beach	6	Welcome Center Amenities	7	Beach Volleyball & Horsehoe Ptis	8



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Purchase Overview

10.0% Stabilized Cap Rate	18.5% 5th Year IRR	\$34,300 - \$48,000 Price Per Site
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Purchase Overview

Target Price	\$6,000,000
Down Payment	\$2,100,000
Loan Amount	\$3,900,000
Per Site Overview	
Purchase Price Per Site	\$34,300 - \$48,000
Revenue Per Site	\$4,050 - \$5,700
Expense Per Site	(\$1,800 - \$2,500)
Disposition Assumptions	
Exit Capitalization Rate	8.00%
Projected Selling Expenses	3.00%

Financial Measurements	Year 1	Year 3	Year 5
Effective Gross Income	711,650	849,094	973,311
Less: Operating Expenses	(311,077)	(350,507)	(374,753)
Operating Expenses Ratio	43.7%	41.3%	38.5%
Net Operating income	400,573	498,587	598,558
Less: Annual Debt Service	(263,250)	(303,544)	(303,544)
Debt Coverage Ratio	1.52	1.64	1.97
Net Cash Flow	137,323	195,043	295,014
Cap. Rate on Cost	6.68%	8.31%	9.98%
Exit Cap. Rate Assumption	8.00%	8.00%	8.00%
Gross Rent Multiplier	8.4	7.3	7.7
Cash on Cash Return	6.5%	9.3%	14.0%
Internal Rate of Return (IRR)	N/A	9.2%	18.5%

Proposed Financing Overview

Local Bank Financing Type	6.75% Interest Rate	5 Year Loan
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Proposed Financing Overview

Down Payment	\$2,100,000
Loan Amount	\$3,900,000
Loan to Value	65%
Interest Rate	6.75%
Amortization	30 Years
Interest Only Period	1 Years
Loan Term	5 Years
Interest Only Payment	\$21,938
Amortization Payment	\$25,295
Financing Type	Local Bank
Quote Date	June 2026



Pro Forma Growth Assumptions

Start Date & Hold Period	- Pro Forma Start Date: 11/1/2026 - Projected Hold Period: 5+ Years				
Rental Revenue Growth	Year 1	Year 2	Year 3	Year 4	Year 5
Seasonal RV	-	10%	10%	10%	10%
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 project the property taxes to double on sale in year 2.				
Disposition Assumptions	- Exit Capitalization Rate: 9.50% - Selling Expenses: 3.00%				
Proposed Financing Overview					
Interest Rate	Loan Amount	Amortization	Interest Only Period	Loan Term	Financing Type
6.75%	\$4,150,000	30 Years	1 Years	5 Years	Local Bank

5-Year Pro Forma

	Year 1	Year 2	Year 3	Year 4	Year 5
Income					
Rental Income	600,000	600,000	659,400	726,000	798,000
Rental Income Increase		59,400	66,600	72,000	39,600
Other Income	111,650	117,233	123,094	129,249	135,711
Effective Gross Income	711,650	776,633	849,094	927,249	973,311
Expenses					
Advertising	5,000	5,150	5,305	5,464	5,628
Ancillary Operational Expenses	26,000	26,780	27,583	28,411	29,263
Auto Expense	15,500	15,965	16,444	16,937	17,445
Cable, Phone, Internet	2,750	2,833	2,917	3,005	3,095
Electric	40,000	41,200	42,436	43,709	45,020
General & Administrative	5,050	5,202	5,358	5,518	5,684
Insurance	20,000	20,600	21,218	21,855	22,510
Licenses & Permits	1,000	1,030	1,061	1,093	1,126
Miscellaneous	4,000	4,120	4,244	4,371	4,502
Natural Gas	1,200	1,236	1,273	1,311	1,351
Off-Site Management Fees @ 4.0%	28,466	31,065	33,964	37,090	38,932
Payroll Expense	72,100	74,263	76,491	78,786	81,149
Propane	6,500	6,695	6,896	7,103	7,316
Real Estate Taxes	15,761	16,234	16,721	17,223	17,739
Real Estate Taxes Reassessment		16,234	16,721	17,223	17,739
Repairs & Maintenance	40,900	42,127	43,391	44,693	46,033
Replacement Reserves	15,000	15,450	15,914	16,391	16,883
Supplies	2,000	2,060	2,122	2,185	2,251
Trash	5,650	5,820	5,994	6,174	6,359
Water & Sewer	4,200	4,326	4,456	4,589	4,727
Total Expenses	311,077	338,389	350,507	363,129	374,753
Net Operating Income	400,573	438,244	498,587	564,120	598,558
Less: Annual Debt Service	(263,250)	(303,544)	(303,544)	(303,544)	(303,544)
Net Cash Flow	137,323	134,700	195,043	260,576	295,014



Cash Flow Analysis

	Year 1	Year 2	Year 3	Year 4	Year 5
Operating Income Summary					
Effective Rental Income	600,000	659,400	726,000	798,000	837,600
Other Income	111,650	117,233	123,094	129,249	135,711
Effective Gross Income	711,650	776,633	849,094	927,249	973,311
Less: Operating Expenses	(311,077)	(338,389)	(350,507)	(363,129)	(374,753)
Operating Expense Ratio	43.7%	43.6%	41.3%	39.2%	38.5%
Net Operating Income	400,573	438,244	498,587	564,120	598,558
Less: Annual Debt Service	(263,250)	(303,544)	(303,544)	(303,544)	(303,544)
Net Cash Flow	137,323	134,700	195,043	260,576	295,014
Property Resale Analysis					
Projected Sales Price	5,007,162	5,478,049	6,232,342	7,051,495	7,481,979
Less: Selling Expenses	(150,215)	(164,341)	(186,970)	(211,545)	(224,459)
Less: Loan Balance	(3,900,000)	(3,858,436)	(3,813,978)	(3,766,424)	(3,715,559)
Net Sale Proceeds	956,947	1,455,271	2,231,394	3,073,526	3,541,961
Cash summary					
Net Cash Flow	137,323	134,700	195,043	260,576	295,014
Previous Years Net Cash Flow		137,323	272,023	467,066	727,642
Net Sale Proceeds	956,947	1,455,271	2,231,394	3,073,526	3,541,961
Down Payment	(2,100,000)	(2,100,000)	(2,100,000)	(2,100,000)	(2,100,000)
Total Cash Generated	(1,005,730)	(372,706)	598,460	1,701,168	2,464,617
Financial Measurements					
Cap. Rate on Cost	6.7%	7.3%	8.3%	9.4%	10.0%
Exit Cap. Rate Assumption	8.0%	8.0%	8.0%	8.0%	8.0%
Loan Constant	6.8%	7.8%	7.8%	7.8%	7.8%
Debt Coverage Ratio	1.52	1.44	1.64	1.86	1.97
Loan to Value Ratio	78%	70%	61%	53%	50%
Debt Yield	10.3%	11.2%	12.8%	14.5%	15.3%
Gross Rent Multiplier	8.4	7.1	7.3	7.6	7.7
Cash on Cash Return	6.5%	6.4%	9.3%	12.4%	14.0%
Internal Rate of Return (IRR)	N/A	N/A	9.2%	17.3%	18.5%



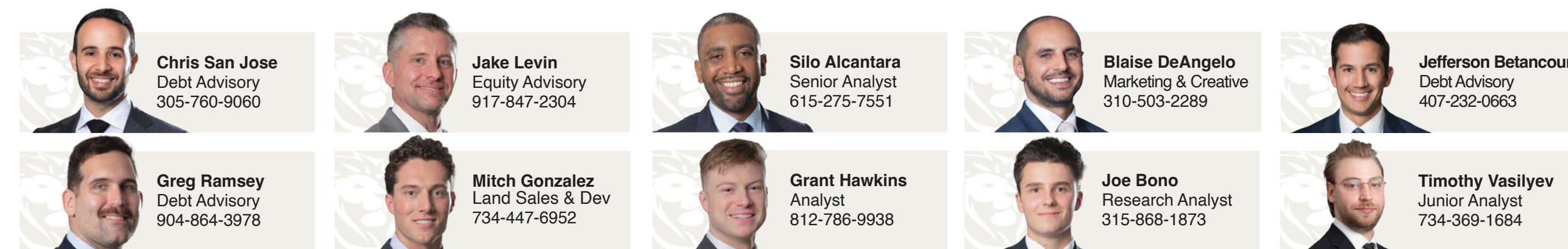
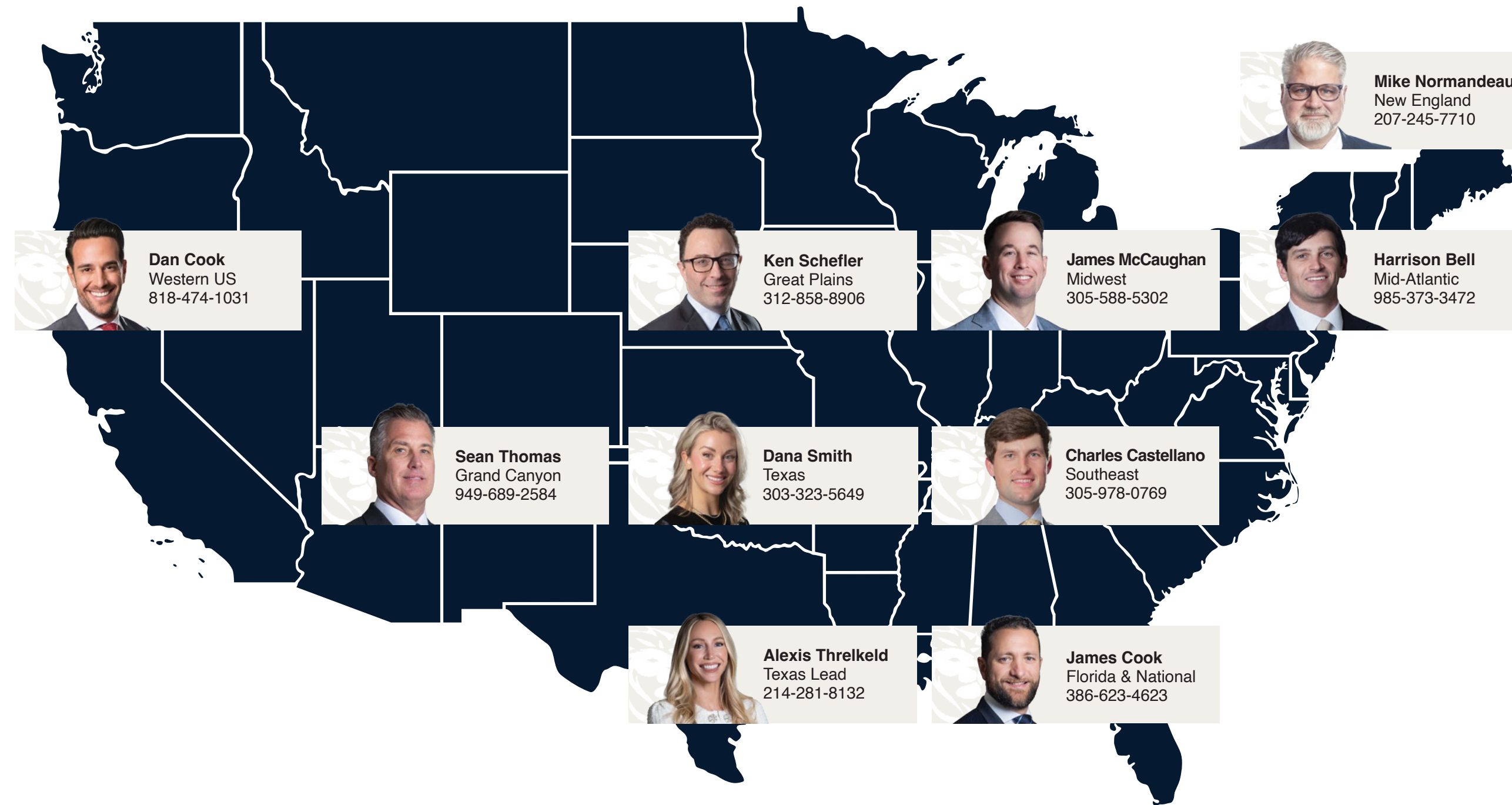
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Yale Capital



Chris San Jose
President, Debt Advisory
chris@yaleadvisors.com



Greg Ramsey
VP, Debt Advisory
greg@yaleadvisors.com



Jefferson Betancourt
Managing Director, Debt Advisory
jefferson@yaleadvisors.com



Jake Levin
Equity Advisory
jake@yaleadvisors.com

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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

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- 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 & Marketing Management



Silo Alcantara
Senior Analyst
silo@yaleadvisors.com



Joe Bono
Research Analyst
joe@yaleadvisors.com



Blaise DeAngelo
Marketing Director
marketing@yaleadvisors.com



Grant Hawkins
Analyst
ghawkins@yaleadvisors.com



(877) 889-9810
info@yaleadvisors.com
Fax: (941) 827-7977
yaleadvisors.com

/yaleadvisors

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Non-Disclosure Confidentiality Agreement



Regarding Property: Offering #14197946 - 125-175 Site, Waterfront Seasonal RV 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

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