

RYALS REALTY

THE PURSUIT OF VALUE



HILLTOP RV PARK & SELF STORAGE

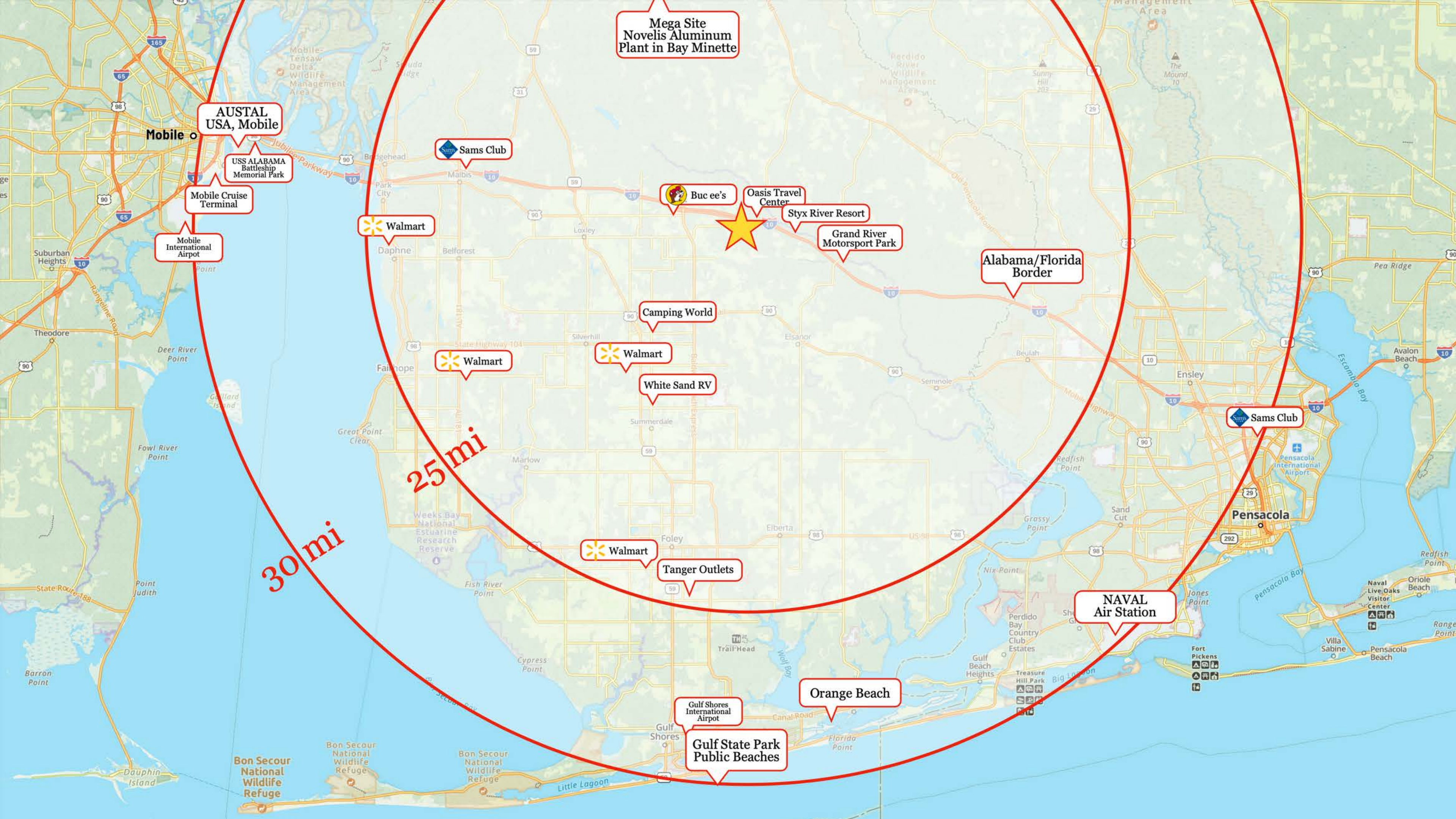


LOCATION

Hilltop RV Park and Self Storage is situated in Baldwin County, Alabama, just 0.1 miles north of I-10. conveniently located between Mobile, AL. and Pensacola, FL. It is one of the longest continually operating RV parks in Baldwin County.

The park's central location is within a 15-30 mile radius of various attractions, including the stunning Gulf Coast beaches, state parks, rivers, lakes, as well as dining, shopping, entertainment, and Pensacola and Mobile International Airports. The park benefits from being close to a significant population base.





Mega Site
Novelis Aluminum
Plant in Bay Minette

AUSTAL
USA, Mobile

USS ALABAMA
Battleship
Memorial Park

Mobile Cruise
Terminal

Mobile
International
Airport

Sams Club

Buc ee's

Oasis Travel
Center

Styx River Resort

Grand River
Motorsport Park

Walmart

Alabama/Florida
Border

Camping World

Walmart

White Sand RV

Walmart

Sams Club

Pensacola

30 mi

25 mi

Walmart

Tanger Outlets

NAVAL
Air Station

Orange Beach

Gulf Shores
International
Airport

Gulf State Park
Public Beaches

Bon Secour
National
Wildlife
Refuge

Bon Secour
National
Wildlife
Refuge

Bon Secour
National
Wildlife
Refuge

Little Lagoon

HILLTOP RV PARK

97 RV Lots

57 pull-through and 40 back-ins

10 sites provide 30-amp hookups,
and the rest (87) offers
30/50-amp hookups.

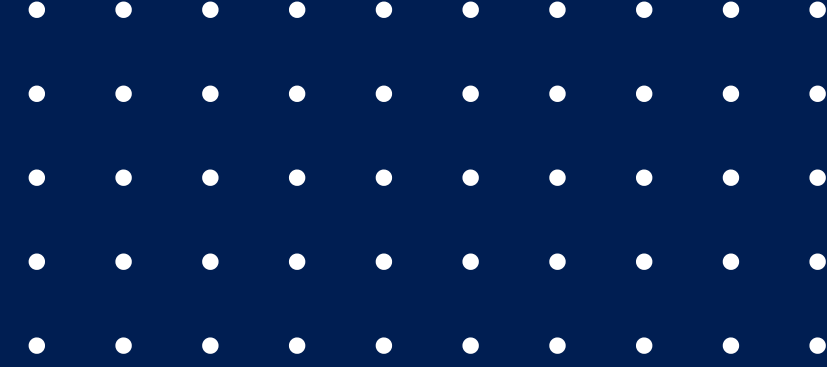
2 Mobile Homes

1 br / 1 ba and 2 br / 2 ba

One of the mobile homes is on a
separate electric meter.



HILLTOP RV PARK



ADDITIONAL FACILITIES



MAINTENANCE SHOP
Fully stocked.
Maintenance person
willing to continue
under new ownership.



PAVILION



OFFICE
On-site management
24/7

CLUB HOUSE
bathroom, full kitchen,
pool table, book club
and mail station.





NEW WATER WELL BUILDING
 Constructed 2023.
 To cover water well and chlorination tank

THREE UNISEX BATHROOMS & SHOWERS



500-gallon propane tank able to accommodate all park resident's needs, as well as outside customers



COIN LAUNDRY
 Six gas washers, and six gas dryers



One more 250-gallon propane tank supplies washers and dryers in laundry facility

HILTOP RV PARK



UTILITIES AND SERVICES

01

The park is equipped with four septic tanks (cleaned in September 2023), a dump station, and a 500-gallon propane tank.

02

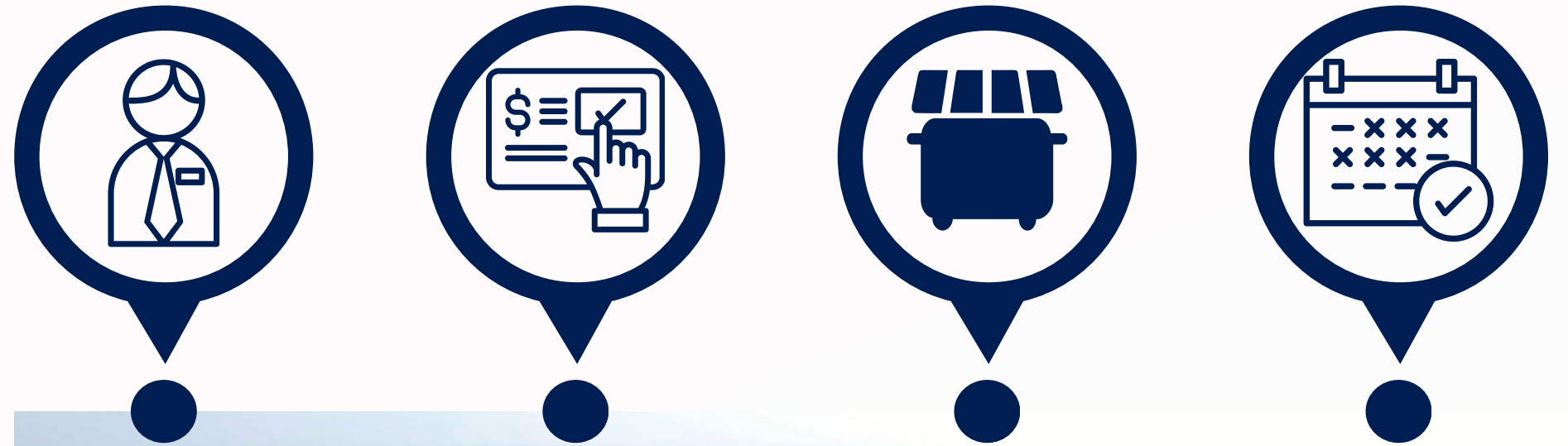
On-site resident manager can assist at any time. Occupying one of the front lots and willing to continue under new ownership.

03

Park handles reservations through phone, email, Google, and in-person. Camp Spot is utilized for easy online nightly bookings and payments.

04

Trash dumpsters are provided on-site for resident's usage and are picked up three times a week.





Hilltop RV PARK

23420 County Road 64
Robertsdale, AL, 36567

www.hilltoprvpark.com

251-229-5880



RENTALS

Nightly - \$39 + tax (\$44.68)

Weekly - \$200 + tax (214.88)

Monthly - \$450 + electricity charge over 300kw (\$0.12/1 kw)

Tent camping nightly - \$25

Recent Improvements:

- New interior paint for office and clubhouse
- Fully renovated bathhouse
- New WiFi system with six connection points throughout the park, offering a 10 MB connection speed
- Fiber internet in the office
- New A/C-mini splits in clubhouse & office
- Blink security cameras around the property
- Wired security cameras covering the office, clubhouse, entrance, and some highway area.

Over the last 12 months, the gross rent collected amounted to \$409,603.11

Given its location, only 0.1 miles off major I-10 exit 53, there is an excellent opportunity to increase income by accommodating more short-term tenants over the long term.

100%

OCCUPANCY
most of the year



HILTOP SELF STORAGE

Land Size: 1.5 ac

Enclosed Space: 11,500 sf

Total Units: 80

Open space for storing RVs, Boats, Trailers, or any other vehicles.

Starting at \$50/month, up to \$75/ month (depending on the size of stored vehicle)

- Office 10x10
- 2 units 10x30 - \$150/month
- 14 units 10x20 - \$90/month
- 17 units 10x15 - \$75/month
- 44 units 10x10 - \$65/month
- 2 separate climate controlled units, 12x20 - \$140/month

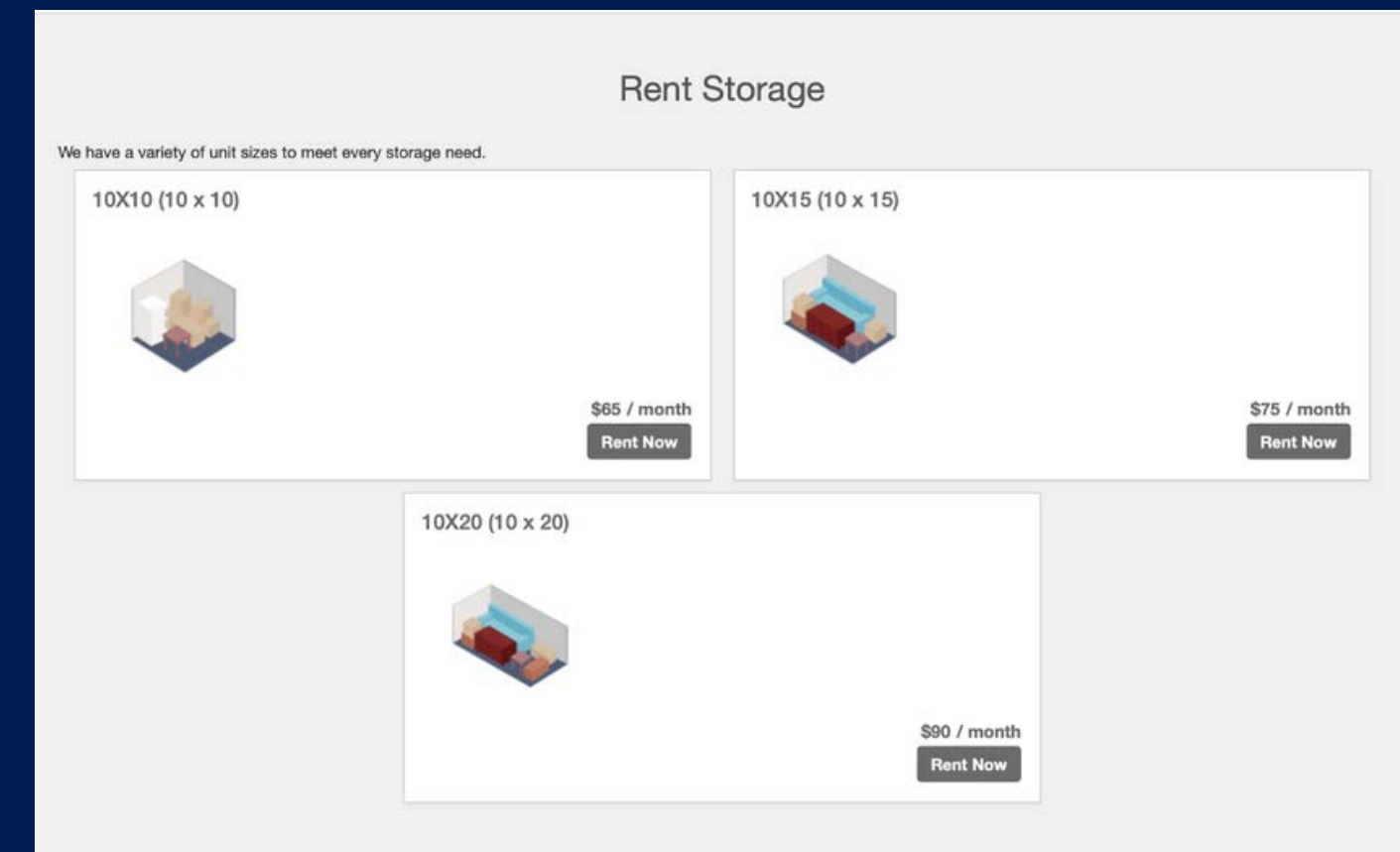


HILTOP SELF STORAGE



- Property is fully fenced with Blink security cameras.
- Property has a built-in office for use as an on-site rental facility.
- Plenty of space available for potential expansion.
- Hilltop Self Storage is configured for remote management and offers online access for leasing and payments through "easystoragesolutions."
- Over the last 12 months, the gross income for the self-storage facility was \$32,000

Both of described properties offer a significant opportunity for steady income with no need for improvements and with on-site management already in place and willing to continue working under new ownership.





WHY IS IT A VERY ATTRACTIVE INVESTMENT FOR POTENTIAL BUYERS ?

Steady Income: The properties are already generating a consistent income stream, which can provide a reliable return on investment for any buyers. This is often a key goal for real estate investors.

No Immediate Improvements Required: The fact that no significant improvements are needed means that buyers won't have to invest additional capital upfront for renovations or upgrades. This can lead to quicker cash flow and profitability.

Less Time-Consuming: For investors who prefer a more hands-off approach, having an experienced on-site manager can reduce the time and effort required for property oversight.

On-Site Management: Having on-site management is a significant advantage. It offers continuity, local expertise, and the ability to address tenant needs and property maintenance promptly. This can result in better tenant retention and overall property management efficiency.

Risk Mitigation: The presence of on-site management can help mitigate potential risks and problems associated with property management, as they are familiar with the property and can proactively address issues.

Operational Efficiency: Existing management has already established systems, contracts with service providers, and tenant relationships in place, which can lead to operational efficiency and cost savings for the new owner.



In summary, properties with a reliable income stream, no immediate need for improvements, and on-site management willing to stay can indeed be an attractive investment opportunity. It offers the potential for steady cash flow and a smoother transition for new property owners. Nonetheless, a comprehensive evaluation and negotiation process is necessary to make an informed investment decision.

