



RV RANCH

AT GRAND JUNCTION

CLIFTON, CO

A 146 SPACE RV PARK INVESTMENT OPPORTUNITY

Marcus & Millichap
KAPLAN BROKERAGE GROUP

OFFERING
MEMORANDUM

A 146 SPACE RV PARK INVESTMENT OPPORTUNITY

RV RANCH

AT GRAND JUNCTION

3238 EAST I-70 BUSINESS LOOP
CLIFTON, COLORADO 81520

Marcus & Millichap
REAL ESTATE BROKERS OF COLORADO

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PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.***

Marcus & Millichap
KAPLAN BROKERAGE GROUP

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RV Ranch
at Grand Junction

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RV RANCH





RV Ranch
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RV Ranch
at Grand Junction

section 1
Executive Summary



offering summary



summary of terms



investment overview



investment highlights

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RV Ranch
at Grand Junction

OFFERING SUMMARY

RV RANCH AT GRAND JUNCTION
3238 EAST I-70 BUSINESS LOOP // CLIFTON, CO 81520

 Total Price \$4,900,000	CAP Rate 8.1% 5/1/18-4/30/19	CAP Rate 8.9% 7/1/19-6/30/20
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Total Spaces	146 Total / 137 RV, 9 Cabin
Assessor Parcel Numbers	2943-023-00-054
Year Built / Renovated	1969 / 2015
Lot Size	± 10.66 Acres

SITE BREAKDOWN

RV	137
Cabin	9
Total Spaces	146

SUMMARY OF TERMS

INTEREST OFFERED

100% Fee Simple Interest

TERMS OF SALE

Property will be delivered free of existing debt obligations. Terms to be cash at closing.

PROPERTY TOURS

Prospective purchasers are encouraged to visit the subject property prior to submitting offers. However, all property tours must be arranged with the Marcus & Millichap listing agents. **At no time shall the tenants, on-site management or staff be contacted without prior approval.**





RV RANCH AT GRAND JUNCTION

3238 EAST I-70 BUSINESS LOOP, CLIFTON, CO 81520

INVESTMENT OVERVIEW

RV Ranch is a 146 space park with a combination of long and short-term RV spaces and cabins in a strong western Colorado Market.

The property features a full amenity package including pool, guest lounge, pavilions, fire pits, dog park, laundry and mature shade trees.

Asphalt driveways and cement or asphalt pads are located throughout the property.

Located just off I-70 in Clifton, CO (Grand Junction MSA), the property is situated at the gateway to outdoor activities and is on a major transportation corridor between recreation areas of Utah and Colorado.

Grand Junction has a mild climate that attracts visitors year round.

Recently completed capital improvements and upgrades.

INVESTMENT HIGHLIGHTS

Upside through Revenue Management, More Aggressive Management, and Advertising

Well Maintained Property with Many Amenities

Offered at 8.1% CAP on Trailing and 8.9% on 2019 Pro Forma



RV Ranch
at Grand Junction





RV Ranch
at Grand Junction

section 2
Property Description



the property



local and regional maps

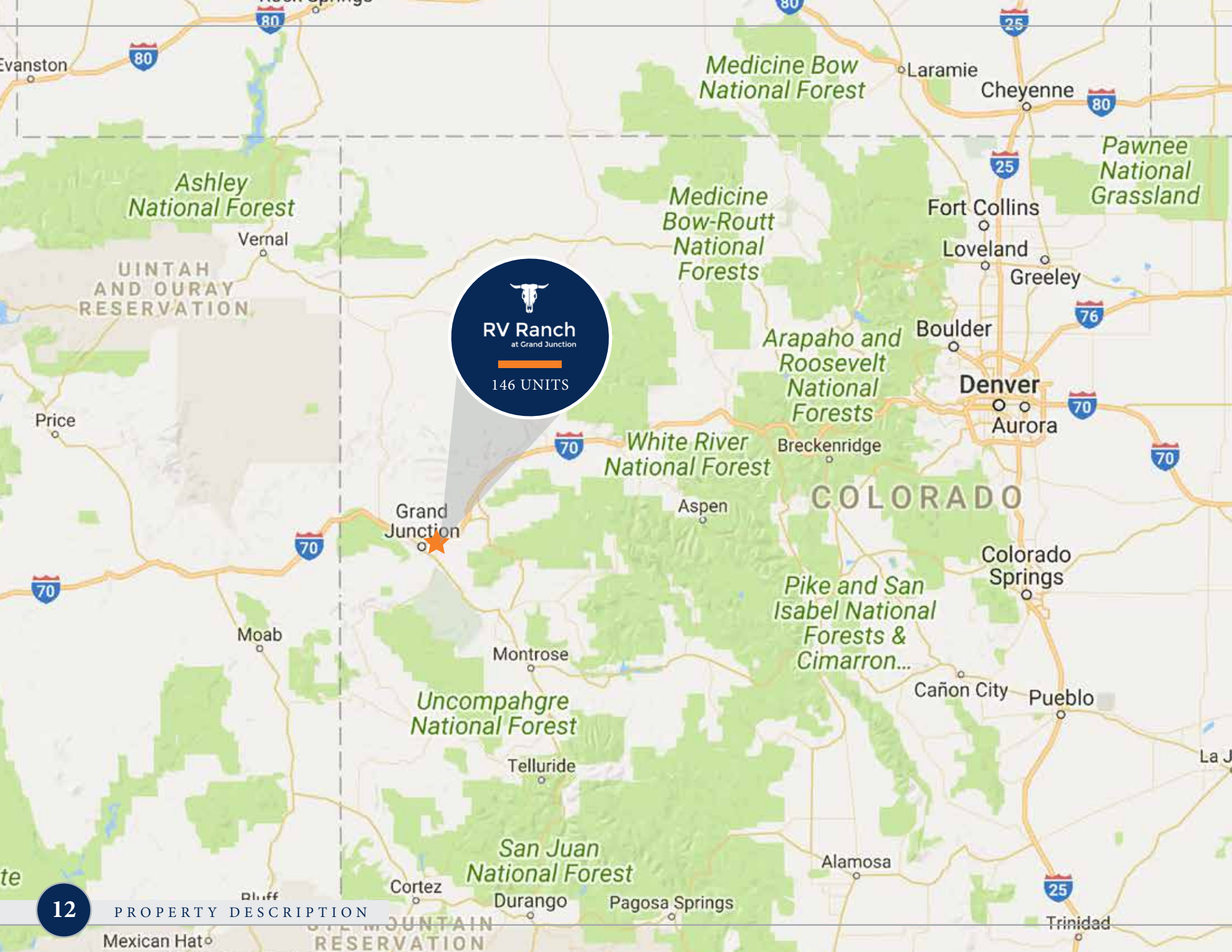



site plan

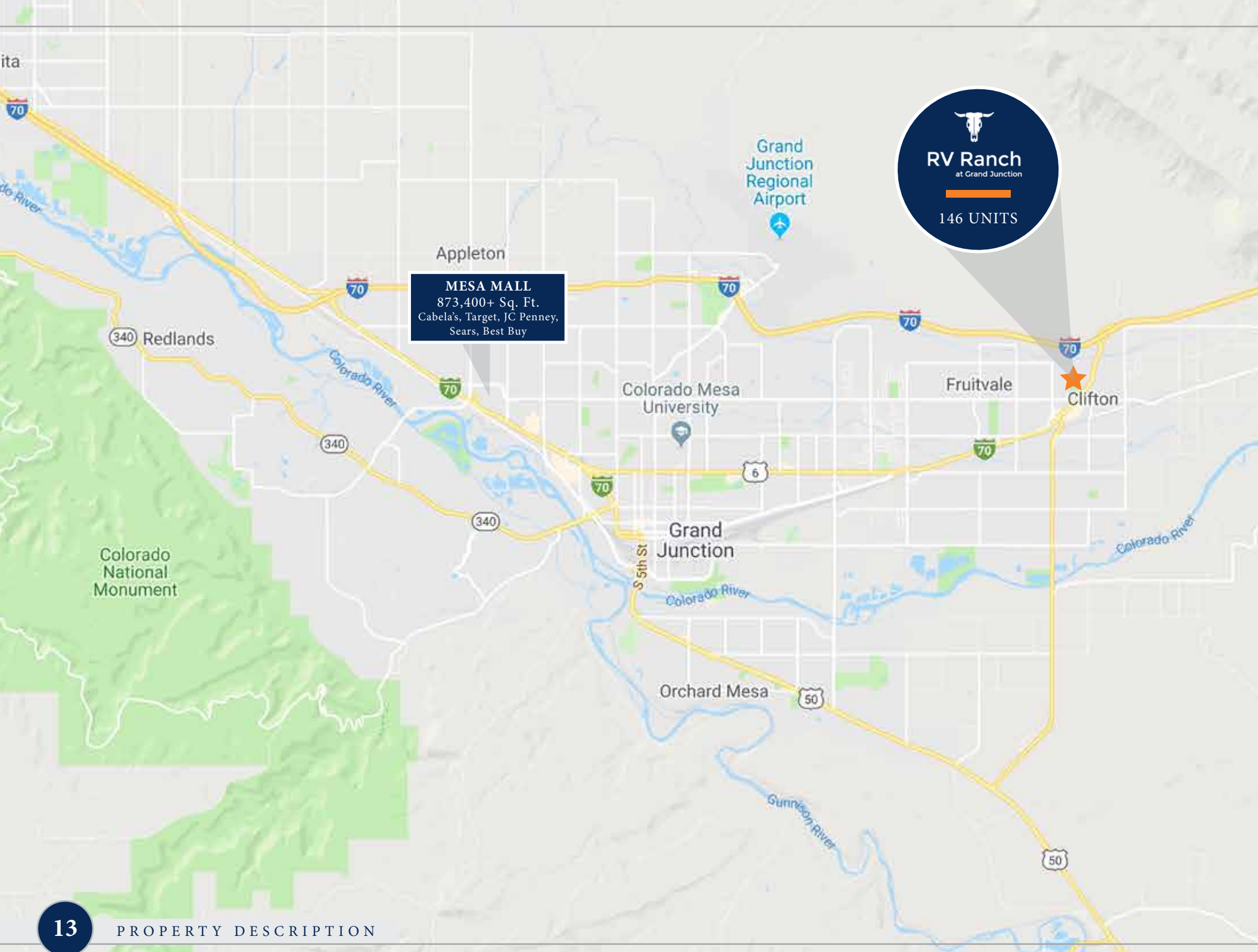


amenities

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RV Ranch
at Grand Junction
146 UNITS




RV Ranch
 at Grand Junction
 146 UNITS

MESA MALL
 873,400+ Sq. Ft.
 Cabela's, Target, JC Penney,
 Sears, Best Buy



APN 2943-023-00-054



F Road



PROPERTY DESCRIPTION // *RV Ranch*

Number of Spaces	146 Total / 137 RV, 9 Cabin
Year Built / Renovated	1969 / 2015
Number of Buildings	3
Total Square Footage of Buildings	± 5,300 SF
Office / Guest Lounge	± 3,000 SF
Maintenance / Storage	± 1,500 SF
Shower / Bathroom	± 800 SF
Acreage	± 10.66 Acres
Zoning	General Commercial - City of Clifton, CO

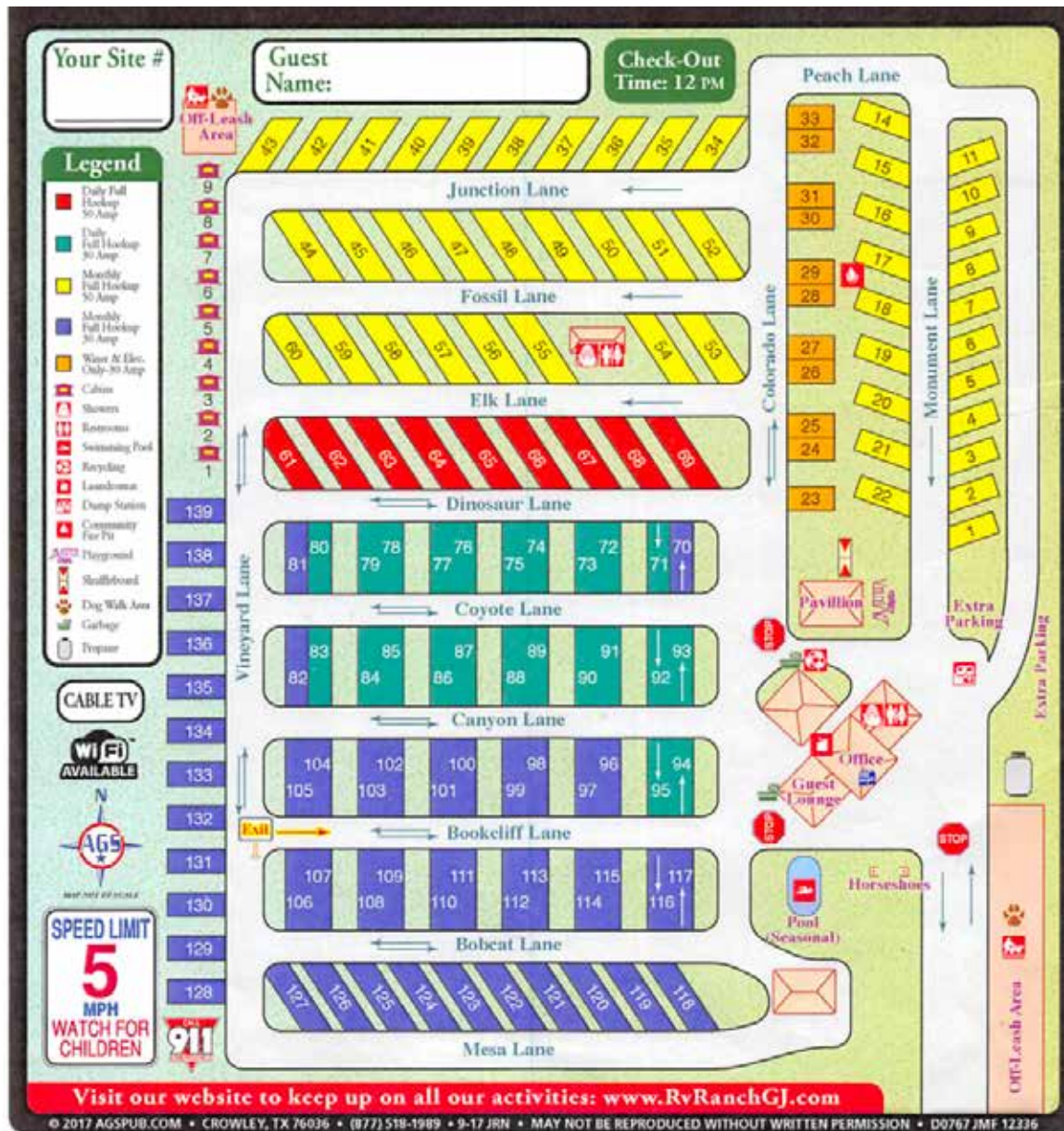
CURRENT RENT

SITE	# OF	DAILY RATE	WEEKLY RATE	MONTHLY RATE
RV 50 Amp	56	\$55	\$330	\$545 - \$575
RV 30 Amp	70	\$48	\$288	\$515 - \$545
RV Water / Electricity Only	11	\$40	\$240	N/A
Cabins	9	\$65	\$390	N/A

UTILITIES

UTILITY	SERVICE PROVIDER
Internet	CenturyLink via 32 Waves
Propane	Amerigas
Electric & Natural Gas	Xcel Energy
Trash	Monument Waste
Cable	DirecTV
Water & Sewer	Clifton Water





Park AMENITIES



Pavillion



Community Fire Pit



Pool



Restrooms



Laundry



Showers



Playground



Cable TV & WiFi



Dog Parks





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at Grand Junction

section 3
Financial Analysis



property details



pricing details



operating statement

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at Grand Junction



PROPERTY DETAILS // *RV Ranch*

Offered Price	\$4,900,000
Debt	\$3,430,000
Equity Investment	\$1,470,000
Marcus & Millichap Year 1 Projected NOI	\$434,622
Annual Principal and Interest Payments	\$246,650
Estimated Pre Tax Cash Flow	\$187,972
Year One Cash on Cash Return	13%
Year One Cash on Cash with Principal Reduction	17%
DSCR - Year 1 (all loans)	1.76

MARCUS & MILLICHAP CAPITAL CORPORATION FINANCING AVAILABLE

Loan Amount	\$3,430,000
Loan to Value	70%
Interest Rate	5.25%
Amortization	25 Years
Loan Term	5 Years
Lender	Regional Bank

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FINANCIAL STATEMENT // *RV Ranch*

MARCUS & MILLICHAP RECAST				
INCOME	5/1/18-4/30/19 T12 ACTUALS		T12 NORMALIZED	7/1/19-6/30/20 PRO FORMA
Rental Income	\$484,835	59%	\$484,835	\$509,077
Overnight & Other Rental Income	\$168,513	20%	\$168,513	\$185,364
Electric & Utilities for Monthlys	\$82,580	10%	\$82,580	\$90,838
Total Rental Income	\$735,928	89%	\$735,928	\$785,279
Other Income				
Propane Sales	\$58,264		\$58,264	\$61,177
Other Property Income	\$26,510		\$26,510	\$27,836
Sales Taxes Collected	\$3,050		\$3,050	\$3,203
Total Other Income	\$87,824	11%	\$87,824	\$92,215
Total Income	\$823,752	100%	\$823,752	\$877,494
EXPENSES				
Property Taxes	\$25,994	3.2%	\$25,994	\$26,644
Insurance	\$11,822	1.4%	\$11,822	\$12,118
Payroll (including payroll taxes)	\$172,542	20.9%	\$130,000 *1	\$133,250
Supplies & Software Expenses	\$10,396	1.3%	\$10,396	\$10,656
Trees and Landscaping	\$17,775	2.2%	\$2,500 *3	\$2,500
Propane	\$32,118	3.9%	\$33,724	\$34,567
Repairs & Maintenance	\$36,903	4.5%	\$21,603 *2	\$22,143
Utilities	\$134,578	16.3%	\$119,578 *4	\$123,165
Management Fee	\$30,612	3.7%	\$30,612	\$35,100 *5
Office & Related	\$5,900	0.7%	\$5,900	\$6,048
Bank Charges	\$18,333	2.2%	\$18,333	\$18,791
Auto & Travel & Meal & Misc	\$3,569	0.4%	\$3,569	\$3,658
Dues & Subscriptions & Licenses Registration	\$3,202	0.4%	\$3,202	\$3,282
Legal and Professional	\$1,926	0.2%	\$1,926	\$1,974
Comissions, Fees, Refunds	\$3,940	0.5%	\$3,940	\$4,039
Sales Taxes	\$4,380	0.5%	\$4,818	\$4,938
Total Expenses	\$513,990	62%	\$427,917	\$442,873
NET OPERATING INCOME	\$309,762	38%	\$395,835	\$434,622

- 1) Two extra employees in past 2 years to upgrade property and cure deferred - # reflects permanent staffing
- 2) R&M reduced to delete capex projects -\$9,300 for pkg lot reseal in March 2019 + other
- 3) \$17,000 spent in Summer 2018 on extensive tree cutting - # inserted to reflect an annual maintenance cost
- 4) Total Utilities decreased by \$15,000 to reflect lower internet costs
- 5) Management Fee adjusted to 4% in pro forma



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section 6
Area Overview



area attractions



location overview

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AREA ATTRACTIONS



Colorado National Monument



Grand Mesa – Hiking and Fishing



White Water Rafting



Mountain Biking, Motorcycle Trails



Four Wheeling



Local Fruit Orchards and Wineries



*Gateway to Colorado National Monument,
Four Corners Area, Dinosaur National
Monument, and the Rocky Mountains*

City Of GRAND JUNCTION

Grand Junction is the largest city on Colorado's Western Slope, and serves as a hub for transportation and shipping between Denver and Salt Lake City. The population of the Grand Junction, according to the 2010 Census, is 146,723. The name Grand Junction stems from the junction of the Colorado River (formerly known as the Grand River) and the Gunnison River. The area was first settled by Europeans in the 1880s, but the area's history of human civilization stretches back thousands of years including the Ute and Fremont tribes, among others. Remnants of the tribal history includes petroglyphs and cave paintings, among other items. In the late 19th century, settlers were drawn to the fertile Grand Valley for its agricultural potential, and the area remains one of Colorado's largest food producers, including peaches, pears, cherries and corn. In the late 1970s and early 1980s the first grape vines were planted, sparking an increase in wine production. Now home to more than 20 wineries, Grand Junction is known as Colorado's Wine Country. The warm days and cool nights are exceptional conditions for producing hearty grapes, and red wine varietals in particular flourish in the conditions.

In addition to food production, the Grand Junction area includes unparalleled natural beauty. The Colorado National Monument is an outdoor-lover's paradise, offering trails for hiking and biking, as well as incredible views of red rock canyons and stone monoliths jutting straight up from the ground. The nearby Grand Mesa is a spectacular flat-top mountain that plateaus near 10,000 feet. It offers a variety of activities year-round, including skiing in the winter and hiking, fishing and biking in the summer.

ATTRACTIONS

What will you find during your visit to Grand Junction? Awe-inspiring natural beauty and the dramatic red rock landscape of the Colorado National Monument. Exhilarating outdoor adventures including hiking, camping or skiing on the Grand Mesa. Hundreds of miles of world-class mountain biking trails such as the Kokopelli Trail. Incredible whitewater rafting on the Colorado River. Stunning golf courses whose green fairways are juxtaposed against the craggy Redland desert.

TOURISM

- Approximately 1 million visitors to local lodging properties annually
- Over 3,000 jobs supported by tourism
- \$269 million in direct travel expenditures annually
- \$8 million in local taxes annually
- Top domestic visitors come to Grand Junction from Colorado (52%), Texas, Arizona, and California
- Top international visitors come to Grand Junction from the United Kingdom, Canada, Germany, China, Australia, and the Netherlands
- Top 3 reasons why people visit Grand Junction
 - Vacation/Pleasure
 - Winery tours
 - Outdoor activities
- What are the top attractions in Grand Junction?
 - Downtown, wineries, breweries/distilleries
 - Colorado National Monument / Grand Mesa
 - Parks and public lands



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