

From: Chris Fairlee cfairlee@koa.net
Subject: RE: The Arroyos Preserve in La Paz Valley
Date: September 16, 2019 at 12:48 PM
To: James Kunisch jim@landarizona.net

CF

Jim,

Tracking the past 5 years, including 2019, I would estimate our overall ADR has increased just over 5% annually. That incorporates tents, cabins, short-term RV and long-term RV rates collectively.

Respectfully,

Chris Fairlee

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From: James Kunisch <jim@landarizona.net>
Sent: Monday, September 16, 2019 12:42 PM
To: Chris Fairlee <cfairlee@koa.net>
Subject: The Arroyos Preserve in La Paz Valley

Hello, Chris... We continue to advance, slowly... advancing, nonetheless.

Would KOA have any projections on future camping rates, say 3 or 5 years from current rates. If our park were built today and our rates were \$40/night average, could rates in 5 years likely be \$46/night? Or, ??

How have rates increased in the past 5-yrs?

Thanks for checking for us.

Regards, Jim

JK

James Kunisch
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