

# PIONEER RV PARK

1326 Pioneer Road, Quincy, CA



- \$1,030,000 Sales Price
- Beautiful Northern CA Mountain Location
- 68 RV Sites + Owner Home, 6.5 Acres
- Big Rig Sites, City Sewer + Water, 50 Amp
- Club Room, Pines, Pull Thrus, Large Sites
- County Pool, Playground, Skate Park Next Door, Wifi, Two Restroom Facilities
- TL Rating 9/10/9, June/2010 Gross Up 23%

***For Further Information Contact:***

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<b>RV PARK IN SIERRA NEVADA MOUNTAINS</b>		<b>Price</b> <b>\$1,030,000</b>
<b>Pioneer RV Park</b> <b>68 RV Sites + Owner 2 Bedroom/2 Bath Manufactured Home/Office</b>		<b>Down Payment</b> <b>\$309,000 (30%)</b>
<b>Address/City</b> 1326 Pioneer Road, Quincy	<b>County</b> Plumas	<b>State</b> California
<b>Est. Vac. &amp; Expense %</b> See Actuals and Proforma Attached	<b>Age</b> Built 1989	<b>Loan</b> Buyer to Obtain
<b>Capitalization Rate</b> 10.4%	<b>Est. Spendable Return</b> 16.5%	<b>Total Return</b> 20.6%
<b>Parcel Size</b> 6.5 Acres	<b>No. Spaces</b> 69	<b>Water</b> City
		<b>Sewer</b> City
<b>Listing Salesman</b> John Grant (800) 987-3363		Price Per Site: \$14,928

**DESCRIPTION AND TENANT INFORMATION:** Pioneer RV Park is nestled in the heart of the Sierra Nevada mountains at an elevation of 3,500 and surrounded by tall mountains. It is located between Lassen National Park and Lake Tahoe, and only 70 miles from Reno, Nevada. 62 full hookup sites, 3 water and electric sites, 3 electric sites, and 1997 Fleetwood 2 bedroom/2 bath, 1,250 square feet owner manufactured home with office. The park is permitted for 62 full hookup sites and one mobile home site. Very low density with "Big Rig" 50 feet wide sites and 65 feet and longer sites. 37 pull thrus, 6 double sites, and all but 9 of the sites have 50 amp electric. Approximately 50% of the sites have a lawn area. County sewer and water utility service. Amenities include a club room with outside covered tables, free wifi throughout the park, satellite tv, two separate restroom facilities with showers, laundry room, dump station, RV supplies and LP gas. The park also has a 1,400 square feet maintenance building with a bathroom. Right next door to the park is Pioneer Park operated by the county with an olympic sized swimming pool, playground, skate park, and the County fairgrounds. Many of the special events at the county fairgrounds fill the park every year and allow higher rates. Pioneer is a Good Sam park and one of the highest rated parks in Northern California and one of the top 100 in the country with a TL rating of 9/10/9. It hosts 25 groups a year with 10-37 rigs. Rental rates are low at \$34 daily and \$380 monthly and Broker has completed rental survey and believes the base rates should be \$38 and \$500 with higher rates for prime summer weekends, holidays, grass sites, and pull thrus. The owners also do not operate a store, have any park model cabin rentals, and the 30 sites tent area should be reopened. Pioneer RV Park is an ideal park in excellent condition, great amenities with many operated by the county next door, county sewer and water utilities, low rates offering upside to the buyer, and an attractive owner home. Please review their web page at [www.pioneerrvpark.com](http://www.pioneerrvpark.com). **YEAR TO DATE JUNE 10 INCOME UP 23% FROM 09.**

<b>TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE</b>	<b>\$106,661</b>
<b>LOAN INFORMATION</b>  Existing \$320,000 loan with Plumas Bank. Plumas Bank will rewrite a new loan for a buyer at 70% loan to value or \$721,000 at prime + 2.75% (currently 6%) with payments full amortized over 25 years, monthly payment \$4,645.13.	<b>TOTAL ANNUAL PRIN. &amp; INTEREST PAYMENT</b>
	<b>EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)</b>
	<b>PLUS PRINCIPAL REDUCTION YEAR ONE</b>
	<b>TOTAL RETURN</b>
	<b>\$55,742</b>
	<b>\$50,919</b>
	<b>\$12,828</b>
	<b>\$63,747</b>

The information contained herein has either been given to us by the owner or the property or obtained from sources that we deem reliable. We have no reason to doubt its accuracy but we do not guarantee it. Vacancy factors used herein are an arbitrary percentage used only as an example. It does not necessarily relate to actual vacancy, if any. The value of this investment is dependent upon these estimates and assumptions made above, as well as the investment income, the tax bracket and other factors which your tax advisor and/or legal counsel should evaluate. **THE PROSPECTIVE BUYER SHOULD CAREFULLY VERIFY EACH ITEM OF INCOME, EXPENSE, AND ALL OTHER INFORMATION CONTAINED HEREIN.**

# PIONEER RV PARK

	ACTUAL Year End 2006	ACTUAL Year End 2007	ACTUAL Year End 2008	ACTUAL Year End 2009	Broker's Proforma	
<b>REVENUE</b>						
Space Rental: Seasonal/Monthly	105,149	82,999	88,619	79,316	84,331	<p>Daily rates have been increased \$31 to \$34 and monthly from \$350 to \$380 effective April 1, 2010. Rates are still low and need to be raised. Owners operate a first class RV park but are "set in their ways" and in addition to low rates, they do not have higher rates for summer weekends, holidays, grass sites, larger sites, do not operate a store, no park model rental cabins, and closed the tent section. Broker believes strong opportunity for Buyer.</p>
Space Rental: Daily/Weekly	62,511	75,260	66,906	89,221	100,000	
Storage	1,368	1,398	2,342	1,935	1,935	
Store Sales	1,361	682	852	1,045	1,045	
Utility Reimbursement	15,504	11,394	11,412	9,295	9,295	
Propane Sales	10,978	8,112	9,338	6,335	6,335	
Propane Delivery	378	204	189	204	204	
Propane Tank Rental	250	170	150	240	240	
Miscellaneous	321	679	369	589	589	
<b>TOTAL REVENUE</b>	<b>197,820</b>	<b>180,898</b>	<b>180,177</b>	<b>188,180</b>	<b>203,974</b>	
<b>EXPENSES</b>						
Discounts	2,497	2,648	1,794	2,398	2,398	<p>Property is operated by husband and wife owners, one year round workamper, and two seasonal workampers. Owners leave the park three and a half months each year during the winter.</p>
Cost of Goods Sold	13,723	8,940	11,771	9,895	9,895	
Advertising/Promotion	9,345	8,199	8,256	5,552	5,552	
Automobile	965	342	257	322	322	
Bank Charges	2,156	2,400	2,340	2,954	2,954	
Cable TV	753	531	406	541	541	
Contributions	0	0	50	0	0	
Discounts	-207	-3	-3	-316	-316	
Dues + Subscriptions	1,003	1,084	1,030	692	692	
Equipment Rental	55	86	124	123	123	
Grounds Maintenance	3,413	3,516	3,008	2,800	2,800	
Insurance	5,981	5,765	5,683	5,513	5,513	
Internet Services-WIFI	779	510	1,065	897	897	
Licenses + Permits	326	510	510	510	510	
Miscellaneous	2,135	1,395	267	1,360	1,360	
Office	1,975	2,012	1,129	1,787	1,787	
Postage	479	384	435	274	274	
Professional Fees	0	90	0	0	0	
Building Repairs	1,777	509	496	2,771	2,771	

# PIONEER RV PARK

Equipment Repairs	1,061	1,169	2,576	2,682	2,682		
Other Repairs	2,750	5,536	426	1,641	1,641		
Short/Over	-4	-2	-5	0	0		
Supplies	5,315	4,260	5,270	3,995	3,995		
Taxes	6,225	6,652	6,139	6,654	8,000	←	County property tax assessor told Owner that a portion of the sale price will be apportioned to the business and part to the real estate limiting the Prop. 13 increase
Telephone	2,212	2,246	2,424	2,744	2,744		
Trash	4,692	5,350	4,891	4,785	4,785		
Travel + Entertainment	1,473	1,552	1,605	1,848	1,848		
Gas + Electricity	30,683	27,688	27,102	26,355	26,355		
Sewer	3,280	3,451	3,572	3,483	3,483		
Water	2,465	2,685	3,512	3,707	3,707		
<b>TOTAL EXPENSES</b>	<b>107,307</b>	<b>99,505</b>	<b>96,130</b>	<b>95,967</b>	<b>97,313</b>		
<b>NET INCOME</b>	<b>90,513</b>	<b>81,393</b>	<b>84,047</b>	<b>92,213</b>	<b>106,661</b>	←	Net income used for valuation
<p>The rental income used in this Broker Proforma is an estimate and arbitrary amount and used only as an example. The Seller and Broker do not guarantee it and Buyer to make independent investigation and evaluation of the potential revenue and occupancy streams for the property.</p>							

## Pioneer RV Park Profit & Loss

	<u>Jan - Jun 10</u>	<u>Jan - Jun 09</u>
<b>Income</b>		
Discounts	-855.48	-906.50
Interest Income	0.30	1.26
Miscellaneous income	307.91	320.92
Propane delivery	111.00	108.00
Propane Sales	3,437.32	3,352.88
Propane Tank Rental	100.00	140.00
Space Rental		
Seasonal/Monthly rent	39,517.21	31,283.48
Space Rental - Other	<u>29,306.26</u>	<u>24,203.00</u>
Total Space Rental	68,823.47	55,486.48
Storage	900.25	915.00
Store Sales	142.89	492.98
Utility Reimbursement	<u>5,147.03</u>	<u>3,628.23</u>
Total Income	78,114.69	63,539.25
<b>Cost of Goods Sold</b>		
Cost of Goods Sold	<u>5,017.17</u>	<u>4,334.82</u>
Total COGS	<u>5,017.17</u>	<u>4,334.82</u>
Gross Profit	73,097.52	59,204.43
<b>Expense</b>		
Advertising & Promotion	2,379.00	610.04
Automobile Expense	155.11	190.09
Bank Service Charges	1,016.71	829.58
Cable TV	838.92	1,045.23
Dues and Subscriptions	135.00	54.99
Equipment Rental	22.74	0.00
Grounds maintenance	2,821.32	661.96
Insurance	2,454.00	2,568.00
Internet Services/WiFi	532.60	424.51
Licenses and Permits	184.00	184.00
Miscellaneous	0.00	1,360.00
Office expense	1,482.49	850.96
Postage	123.84	185.58
Rent/lease expense	0.00	838.58
Repairs		
Building Repairs	104.42	892.08
Equipment Repairs	1,271.56	218.66
General repairs	<u>215.74</u>	<u>-69.53</u>
Total Repairs	1,591.72	1,041.21

## Pioneer RV Park Profit & Loss

	<u>Jan - Jun 10</u>	<u>Jan - Jun 09</u>
Short/over	4.92	-4.02
Supplies	2,315.49	1,596.79
Taxes	3,400.42	3,055.41
Telephone	1,746.76	1,589.91
Trash	1,397.68	1,124.12
Travel & Ent		
Entertainment	293.50	325.75
Meals	276.77	262.03
Travel	66.02	0.00
Total Travel & Ent	<u>636.29</u>	<u>587.78</u>
Utilities		
Gas and Electric	11,602.83	9,866.76
Sewer	1,821.72	1,661.57
Water	690.38	1,273.65
Total Utilities	<u>14,114.93</u>	<u>12,801.98</u>
Total Expense	<u>37,353.94</u>	<u>31,596.70</u>
Net Income	<u><u>\$35,743.58</u></u>	<u><u>\$27,607.73</u></u>



# Pioneer RV Park

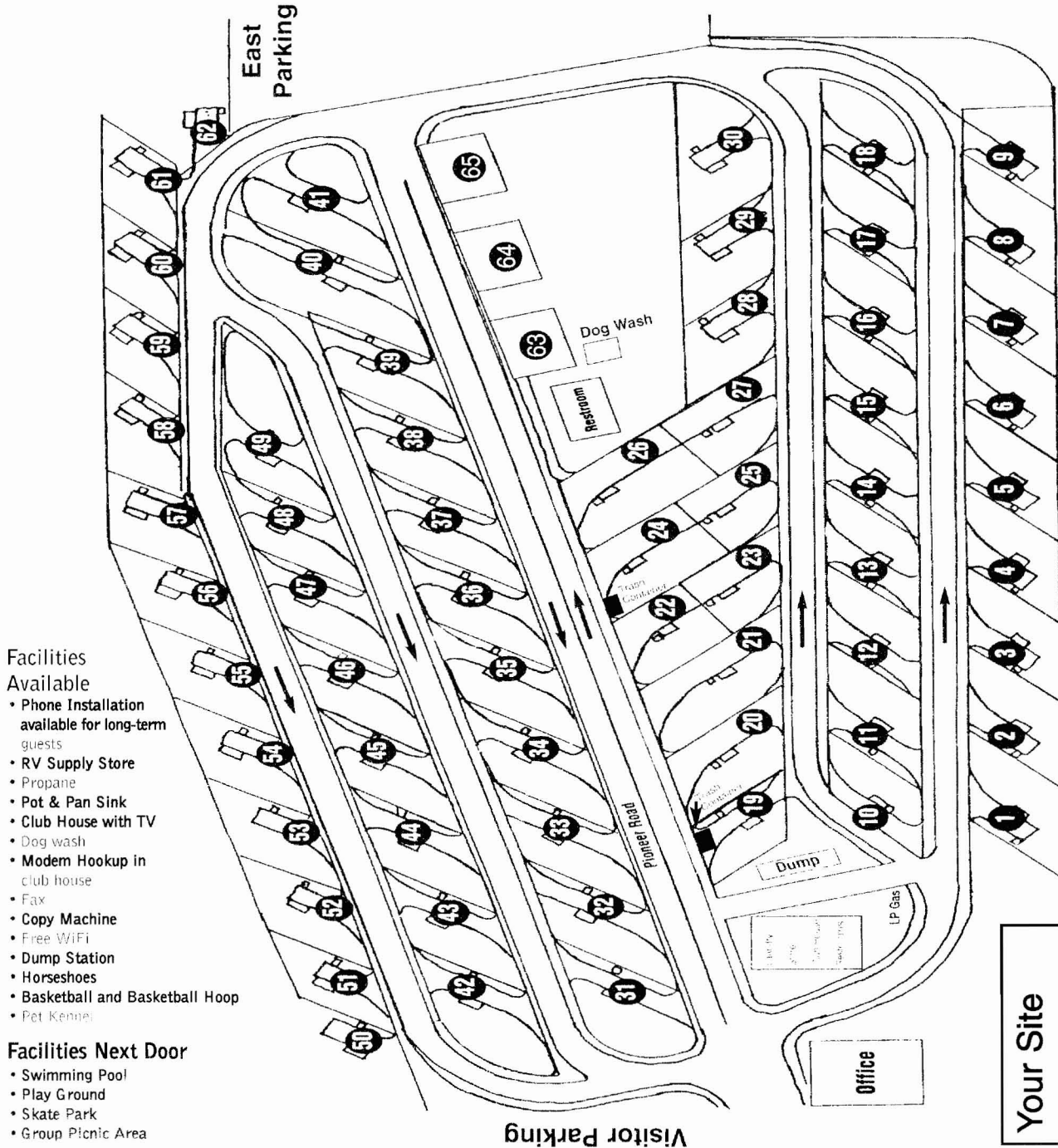
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P.O. Box 3676  
Quincy, CA 95971

(530) 283-0769  
888-216-3266

John & Sandi Johnson, Owners  
[www.pioneerrvpark.com](http://www.pioneerrvpark.com)



## QUINCY



### Facilities Available

- Phone Installation available for long-term guests
- RV Supply Store
- Propane
- Pot & Pan Sink
- Club House with TV
- Dog wash
- Modem Hookup in club house
- Fax
- Copy Machine
- Free WiFi
- Dump Station
- Horseshoes
- Basketball and Basketball Hoop
- Pet Kennel

### Facilities Next Door

- Swimming Pool
- Play Ground
- Skate Park
- Group Picnic Area

Your Site

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