

# **RIVER GROVE RV RESORT** **4980 Highway 9, Felton (Santa Cruz), CA**



- *Beautiful RV Resort in the Redwoods On a River and Close to Santa Cruz Beaches*
- *65 Full Hookup RV Sites + Tent Sites*
- *Clubhouse, Game Room, Playground*
- *8.8 Acres, County Water*
- *Motivated Onsite Management In Place*
- *REO Sales Price \$1,480,000*

*For Further Information Contact:*

**John Grant**

**Park Brokerage Inc.**

**11580 Petenwell Road**

**San Diego, CA 92131**

**(800) 987-3363, fax (858) 430-3401**

**Email: [john.grant@earthlink.net](mailto:john.grant@earthlink.net)**





<b>RV RESORT</b>		<b>Price</b> <b>\$1,480,000</b>	
River Grove RV Resort 65 RV Sites + Tent Sites in the Redwoods		<b>Down Payment</b> <b>All Cash</b>	
<b>Address/City</b> 4980 Highway 9, Felton (Santa Cruz)	<b>County</b> Santa Cruz	<b>State</b> California	
<b>Est. Vac. &amp; Expense %</b>	<b>Age</b> Older, renovated 2005	<b>Loan</b>	
<b>Parcel Size</b> 8.8 Acres	<b>No. Spaces</b> 65 Full Hookup RV Sites + Tent Sites	<b>Water</b> City	<b>Sewer</b> Septic
<b>Listing Salesman</b> John Grant (800) 987-3363		Price per Site: \$22,769	
<p><b>DESCRIPTION AND TENANT INFORMATION:</b> River Grove is a scenic resort located on the banks of the San Lorenzo River in the redwoods next to Santa Cruz and the beach. The Henry Cowell State Park surrounds the resort. 65 full hookup RV sites with many “big rig” sites, one furnished park model cabin, and tent sites. The park may have room for expansion for another 10-15 sites as the permit allows for a total of 130 sites but it’s the broker’s opinion that the County of Santa Cruz will not allow expansion on septic sewer. The park was membership with approximately 200 members with dues of \$190-\$390 per year and grossed approximately \$4,000 per month in membership dues. The memberships have been terminated but the park is still allowing the old members to just pay \$5 per night when they visit the park. The park is also open to the public at a \$45 nightly rate and \$120-\$160 per night for the park model. During this last summer, approximately 50% of the tenancy was from open to the public guests. The park use to have seven park model cabins that were in very high demand as the area is a fantastic vacation destination (see old picture of park model cabins that use to be in the park by former owner). A new owner should consider adding 20-30 park models. The park has very nice amenities with a clubhouse with a deck, playground with basketball court, fishing with river access, game room, office/store, two bath houses, cable tv to most sites, and wireless internet around the office area. The former owner extensively renovated the park approximately four years ago with resurfaced asphalt streets, upgraded septic systems and leech lines, remodeled clubhouse, and electrical upgrades. Some electrical work and septic sewer work are still needed at the park. The property has been through bankruptcy and foreclosure and is now owned by the lender. The memberships are not secured by the property and it’s the opinion of the bank and broker that a new owner has no obligation to honor the memberships and can be an exclusively open to the public RV resort. Buyer to make independent investigation that the memberships have been terminated. The resort has been run on a “shoestring” budget the last few years with no marketing, advertising, or web page. Broker has created the following proforma as an open to the public RV resort only with the addition of ten park model cabins. RV resorts use to take 3-5 years from “new” to reach their mature income stream but many RV park experts now believe with the web that the 3-5 years is now 2-3 years. Broker recommends Buyer should add Trailer Life and Woodall’s ads, CalARVC member and in directory, web page with online reservations, and local yellow pages advertising.</p>			
<b>TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE</b>			
<b>LOAN INFORMATION</b>  The property has no trailing financials. Gross income in July/09 was \$17,000 with no advertising, marketing, or web page.		<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>	

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.**

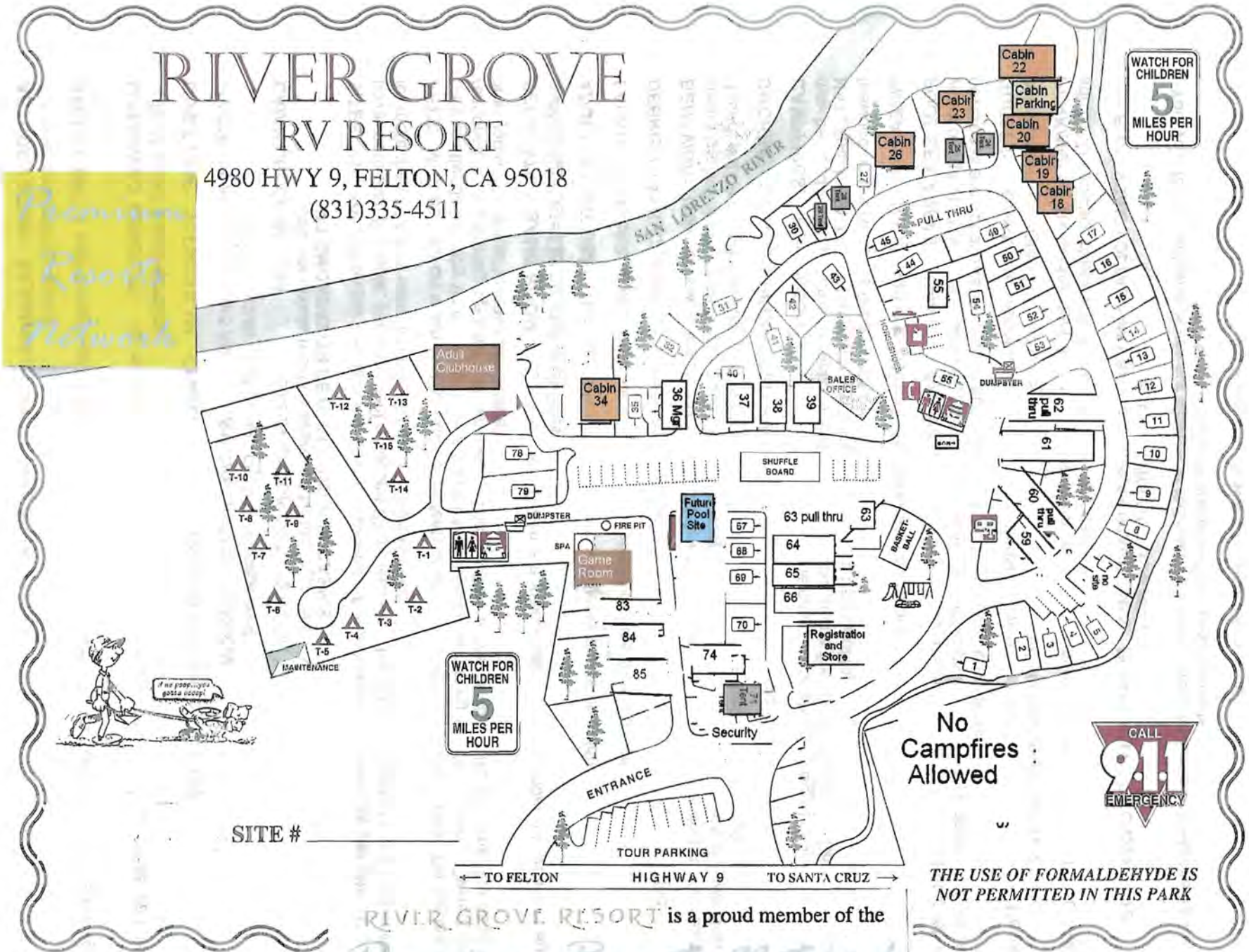
RIVER GROVE RV RESORT  
PROFORMA

<b>Summer Six Months, May-October</b>			
10 Park Model Cabins @ \$165 at 40% Occupancy	120,120	←	10 park model cabins will cost \$250,000-\$400,000 plus furnishing depending on used or new.
55 RV Sites @ \$45 at 50% Occupancy	225,225		
5 Tent Sites @ \$35 at 40% Occupancy	12,470		
Miscellaneous	6,000		
<b>Winter Six Months, November-April</b>			
10 Park Model Cabins @ \$125 at 20% Occupancy	45,400		Broker anticipates lower RV average daily rate as the park will have more monthlies during the winter time and then transition to high demand overnights during the summer.
55 RV Sites @ \$35 at 40% Occupancy	140,140	←	
5 Tent Sites @ \$35 at 10% Occupancy	3,185		
Miscellaneous	6,000		
<b>Gross Revenue</b>	<b>558,540</b>		
<b>Estimated Expenses</b>			
Property Taxes	15,000		
Onsite Management	80,000		
Advertising	15,000		
Utilities	75,000		
Repairs	25,000		
Supplies	10,000		
Office + Telephone	5,000		
Credit Card and Bank Fees	10,000		
Dues and Subscriptions	2,000		
Insurance	10,000		
Miscellaneous	10,000		
<b>Total Expenses</b>	<b>257,000</b>		
<b>Potential Net Income</b>	<b>301,540</b>		
The rental rates and occupancy percentages used in this Proforma are arbitrary amounts and percentages 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.			

# RIVER GROVE RV RESORT

4980 HWY 9, FELTON, CA 95018  
(831)335-4511

Premium  
Resorts  
Network



SITE # \_\_\_\_\_

← TO FELTON HIGHWAY 9 TO SANTA CRUZ →

RIVER GROVE RESORT is a proud member of the  
*Premium Resorts Network*

A Network of Full Family Recreational Resorts

exciting membership opportunities call 831-359-4422 or 888-724-1116

