

SAN LUIS RV RESORT
28485 Gonzaga Road, Santa Nella, CA



- **\$3,000,000 Sales Price**
- **108 Full Hookup, “Big Rig” RV Sites**
- **14 Vacant Acres, Huge Upside Potential with Old Approvals for a Total of 210 RV Sites**
- **Pool, Tennis Court, Store, 3 Rec Rooms**
- **“Animal Town” Petting Zoo, Horse Motel**
- **Fixed Rate, Long Term Financing**
- **11.5% Cash Flow, 15.2% Total Return**

For Further Information Contact:

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Information contained herein has been obtained from the owner of the property or from other sources that we deem reliable. We have no reason to doubt its accuracy but we do not guarantee it.



RV RESORT WITH ADD'L LAND FOR DEVELOPMENT		Price \$3,000,000	
San Luis RV Resort 108 Full Hookup Sites, Tent Sites, Additional Land, Great Amenities		Down Payment \$700,000	
Address/City 28485 Gonzaga Road, Santa Nella	County Merced	State California	
Est. Vac. & Expense % See attached spread sheet	Age 1967	Loan Assumable 1 st , Seller 2nd	
Capitalization Rate 8.6%	Est. Spendable Return 11.5%	Total Return 15.2%	
Parcel Size 23.90 Acres with 9 Acres Developed	No. Spaces 108 + 40 Tent Sites. Old Approval + Plans for 210 RV	Water City + Well	Sewer Septic
<p>DESCRIPTION AND TENANT INFORMATION: Very attractive and successful RV resort with country living serenity located at the intersection of Highway 5 and Highway 152 in Santa Nella on the western edge of the San Joaquin valley just outside the Bay Area and Monterey. The property is near the San Luis Reservoir, O'Neill Forebay, San Luis Wildlife Refuge, golf, and other points of interest. 108 large, big rig, full hookup sites with 90 24x60 pullthrus. 59 of the sites have 50 amp electric. Good paved and gravel interior roads with many shade trees. 40 tent sites and RV and boat storage. Amenities include a swimming pool, tennis court, country store and office, clean restrooms with showers, rv dump station, horseshoe pits, three recreation rooms with large kitchens, large patio area, campfire area, propane sales, compute/modem hookup, rig wash area, a beautiful gazebo and lawn area, and Animal Town. Animal Town is an approximately 150 animal petting zoo contained in western style town buildings. The property also has the Blue Bonnet Mare Motel which are horse stables to provide care and comfort for horses and other large animals. RV site rents are \$30 daily, \$162 weekly, and \$385 monthly. Tent sites are \$20 daily, and RV and boat storage rates are \$40 month. The RV resort enjoys strong demand from monthlies, snowbirds and people driving down highway 5, urban getaways, and clubs. Monthly occupancy rates are between 66%-75%. The resort could be 100% occupied by monthlies but the owners have decided to keep at least 41 sites for their transient RV and club business. The monthly rates should be increased. The property has county water with a well for irrigation and septic sewer. The property sits in the path of progress with new homes and commercial development surrounding. Approximately 14 acres are vacant and the property has old plans and approvals for a total of 210 RV sites. Sale includes owner's 3 bedroom/2 bath, 24x60 foot mobile home with front and back decks, a 3 car garage that serves as the park shop, and a park model. The RV resort has an excellent web page at www.sanluisrv.com. GREAT LOCATION, BEAUTIFUL PROPERTY, EXCELLENT LONG TERM FINANCING, STRONG CASH RETURN, LARGE UPSIDE WITH DEVELOPMENT POTENTIAL!!!</p>			
TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE		\$258,601	
See attached spread sheet with 1999, 2000, 2001, and 2002 actual income and expenses and Broker proforma for next 12 months.			
LOAN INFORMATION		TOTAL ANNUAL PRIN. & INTEREST PAYMENT	
Buyer to assume existing 1 st trust deed of \$1,065,000 at 7.5% interest with monthly payments amortized over 30 years due May/2017, monthly payment \$7,449.83, Seller to carry \$1,235,000 at 6% interest with monthly payments amortized over 30 years with a 15 year term, monthly payment \$7,404.45		EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)	
		PLUS PRINCIPAL REDUCTION YEAR ONE	
		TOTAL RETURN	
		\$178,251	
		\$80,350	
		\$25,920	
		\$106,270	

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. 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.**

SAN LUIS RV RESORT

		ACTUAL Year End 1999	ACTUAL Year End 2000	ACTUAL Year End 2001	ACTUAL Year End 2002	Broker Proforma			
REVENUES									
	Dump Station	660	623	638	948				
	Electricity	0	0	17,860	43,864				
	Laundry	4,923	6,848	8,313	10,415				
	Groceries	2,968	4,546	6,174	7,324				
	Merchandise (taxable)	2,998	4,161	4,718	6,819				
	Propane	4,545	5,962	6,437	5,361				
	Site Rental	245,710	309,368	313,282	345,925				
	TOTAL REVENUE	261,804	331,508	357,422	420,656	440,000			
EXPENSES									
	Advertising	5,029	6,128	4,307	4,325	4,307			
	Auto	2,584	4,215	3,235	4,684	1,000	←		
	Equipment Rental	2,584	135	53	110	110			
	Grocery Supplies	181	5,301	6,027	8,331	6,027			
	Insurance, Park	3,621	7,067	10,819	6,120	6,120			
	Licenses and Permits	5,251	1,548	1,851	2,996	2,996			
	Maintenance	19,751	23,601	16,806	38,193	38,193	←		
	Office Supplies	1,180	2,717	2,473	2,727	2,500			
	Postage and Delivery	329	251	247	543	350			
	Professional Fees	2,494	4,894	2,201	945	2,000			
	Propane Purchase	3,320	5,427	7,215	4,355	4,355			
	Public Relations	302	726	836	63	400			
	Repairs	22,751	10,849	12,516	6,492	10,000			
	Store Merchandise	7,243	4,755	6,876	4,688	4,688			
	Property Taxes	12,614	12,846	13,077	13,536	31,997	←		
	Other Taxes	589	593	258	1,745	1,745			
	Telephone	3,458	3,542	3,013	3,303	3,303			
	Trash	3,982	4,002	4,646	3,732	3,732			
	Utilities	38,589	47,921	61,326	62,883	62,883			
	Total Expenses	135,852	146,518	157,782	169,771	181,399			
	NET INCOME	125,952	184,990	199,640	250,885	258,601			

RV demand continues to increase. Rate increase January/03. Sellers can rent every space out on a monthly basis but keep 41 spaces open to transient and club business.

← Mostly personal expense.

← Mostly payroll under Maintenance

← New property taxes per Proposition 13

