

GHOST MOUNTAIN RANCH

5560 Badger Hill Road, Pollock Pines, CA



- \$1,155,000 Sales Price Bank REO
- 110 RV & 50 Tent Sites on 325 Acres
- Beautiful Northern CA Mountain & Pines
- Old West Ghost Town Resort with Restaurant, Saloon, & Other Buildings
- Owner 4 BR/3BA House, Ranch House, 8 Park Model Cabins, Two Pools, Two Spas, Equestrian Area, Fishing Pond, Hiking & Nature Trails, Basketball Court
- Membership Resort Estimated 900 Members

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





RV RESORT		Price \$1,155,000		
Ghost Mountain Ranch 110 RV & 50 Tent Sites with Owner's House on 325 Acres Bank REO		Down Payment Cash		
Address/City 5560 Badger Hill Road, Pollock Pines	County El Dorado	State California		
Est. Vac. & Expense %	Age 70's-80's	Loan Buyer to Obtain		
Parcel Size 325 Acres	No. Spaces 160	Water City	Sewer Septic	
Listing Salesman John Grant (800) 987-3363		Price per Site: \$7,219		
<p>DESCRIPTION AND TENANT INFORMATION: Ghost Mountain Ranch is a 325 acres membership campground and resort in the mountains and pines at a 3,700 feet elevation featuring 4 full hook up RV sites, 106 RV sites with water and electric, 50 tent sites, a group camping area, 8 park model cabins, an owner/manager's 4 br/3ba, 2,000 sf house, a 3 br/2ba, 1,400 square feet Ranch House, and a Miner's Cabin. The resort's main amenity is the old west Ghost Town with the Kokopelli's Old West Saloon & Grill-a full service restaurant and beer and wine bar open during the weekends, and an ice cream parlor, gift shop, game room, and two maintenance shops. Other amenities include adult and kiddie pools, two spas, bathrooms and showers, laundry, Gatehouse theatre, RV storage and dump, equestrian area, kids fishing pond, hiking and nature trails, basketball court, sand volleyball court, horseshoes, and many other amenities. Please review their web page at www.ghostmountainranch.com for a complete list of amenities, accommodations, and photos.</p> <p>The property has been a successful membership RV resort for 30 years and an estimate of 900 members with annual dues of \$365 per year. Membership sales have been very slow during the last few years of the recession. Broker recommends that a new owner honor the existing memberships and the estimated \$200,000 per year in membership dues but also open the resort to the public.</p> <p>The lender foreclosed on the property in January. The property is priced considerably below replacement cost and offers a great opportunity for a buyer to reposition the resort and open to the market with an existing membership dues revenue stream. Broker believes the resort will be much more successful with septic sewer added to all the RV sites, park wide wifi, and a new web page with online reservations. The property's membership system, Resorts of Distinction, is very keen to keep the property as a membership park and believes a new buyer can be very successful keeping it just as a membership park. A Resorts of Distinction officer is available to consult with a new buyer. Property has large timber rights and at one time had a contractor ready to go to generate a \$150,000-\$200,000 timber harvest.</p> <p>Notice: The financials in the sales package are from the former owner. Bank Seller and Broker are not making, have not made, and expressly disclaim any representations or warranties, express or implied, with respect to the previous owner's financial statements and with any respect to any aspect, feature, or condition of the property. Buyer to purchase the property "AS IS" and "WHERE-IS" condition with all faults, including both latent and patent defects.</p>				
		<table border="1"> <tr> <td>Estimated Net Income As Is: \$100,000</td> </tr> </table>		Estimated Net Income As Is: \$100,000
Estimated Net Income As Is: \$100,000				

Sierra Outdoor Resorts

Summary 2010 Statement

Membership/property revenues	1Q	2Q	3Q	4Q	TOTALS
Dues	70,074	52,740	52,372	41,432	216,619
Sales	12,196	9,981	37,878	14,635	74,690
Storage	7,135	3,130	3,653	2,628	16,545
Total membership revenues	89,406	65,851	93,903	58,695	307,854
Ghost Town:					
Bar/Grill	0	1,949	\$4,754	584	7,287
Horses	0	0	\$165	0	165
Total Ghost Town Revenues	0	1,949	4,919	584	7,452
Campground Revenues					
Sites	193	2,850	4,859	1,138	9,040
Ranch House	560	560	2,400	1,540	5,060
cabins member	100	1,660	3,665	1,455	6,880
cabins public	0	0	0	0	0
honey wagon	10	80	150	30	270
misc	0	412	431	51	894
misc taxable	35	0	149	0	184
ROD/CCC	75	1,157	1,775	419	3,426
vending	0	0	71	0	71
Total Campground Revenues	973	6,719	13,500	4,633	25,824
interest income					
Total Revenues:	90,379	74,519	112,322	63,911	341,130
Expenses:					
Utilities					
PG&E	4,193	2,527	9,258	6,605	\$22,582
Water	878	960	2,337	664	\$4,839
Propane	400	414	945	657	\$2,416
waste	1,032	769	1,971	999	\$4,770
phone	1,058	1,054	1,017	700	\$3,830
satellite	728	544	968	687	\$2,927
Sales Commissions	3,127	3,758	10,641	5,112	\$22,638

Sierra Outdoor Resorts

Summary 2009 Statement

Membership/property revenues	1Q	2Q	3Q	4Q	TOTALS
Dues	75,857	56,700	56,044	66,026	254,627
Sales	9,547	34,603	59,633	30,488	134,271
Storage	7,456	4,900	3,883	3,333	19,571
Total membership revenues	92,860	96,203	119,559	99,846	408,469
Ghost Town:					
Bar/Grill	107	4,458	6,546	0	11,110
Horses	0	0	0	0	0
Total Ghost Town Revenues	107	4,458	6,546	0	11,110
Campground Revenues					
Sites	210	4,569	3,697	1,372	9,849
Ranch House	760	0	1,560	700	3,020
cabins member	300	2,445	5,995	1,190	9,930
cabins public	0	0	0	0	0
honey wagon	0	100	200	20	320
Propane	0	42	85	0	127
misc	35	932	1,375	124	2,466
misc taxable	10	43	53	3	110
Sales Tax	0	0	3	0	3
ROD/CCC	168	2,177	2,355	805	5,505
vending	0	127	199	0	326
Total Campground Revenues	1,483	10,435	15,523	4,214	31,654
interest income					
Total Revenues:	94,450	111,096	141,628	104,060	451,234
 Expenses:					
Utilities					
PG&E	4,802	3,113	7,484	11,458	26,857
Water	1,203	1,329	973	1,832	5,337
Propane	2,962	669	7	522	4,160
waste	1,118	426	1,753	2,573	5,869
phone	1,426	1,209	1,150	577	4,361
satellite	698	238	548	510	1,995
Total utilities	12,209	6,984	11,915	17,472	48,579
Sales Commissions	1,478	12,755	26,345	13,302	53,880

network Supplies	79	1,240	1,108	592	3,020
General & Administrative	547	3,607	1,646	1,472	7,272
General supplies	2,261	6,134	4,558	3,281	16,233
Repair & Maintenance	2,156	6,447	922	637	10,163
Gasoline	769	1,188	1,350	1,620	4,928
Office Supplies	1,243	1,070	768	205	3,286
Advertising/marketing	25	628	36	275	964
entertainment	77	59	400	0	536
livestock supplies & maintenance	1,603	3,294	2,507	1,623	9,027
Insurance	14,512	13,261	8,716	7,304	43,792
postage	727	525	901	737	2,890
professional (legal, acct)	1,100	1,190	0	0	2,290
 Net Payroll	 13,795	 20,177	 32,347	 15,814	 82,132
Taxes					
Payroll taxes	1,303	4,618	0	0	5,920
Sales taxes	230	0	0	0	230
property taxes	0	6,387	8,084	0	14,471
state income tax	1,462	0	0	964	2,427
fed income tax	0	0	0	0	0
timber tax	0	0	0	0	0
Fees and licenses	0	0	0	0	0
State	0	300	389	0	689
Federal	0	0	0	0	0
county	214	32	968	0	1,214
Total taxes & Fees	3,209	11,337	9,440	964	24,951
Short Term Debt/credit card payments	8,539	5,038	3,975	1,081	18,633
 Total Expenses:	 64,329	 94,935	 106,933	 66,379	 332,576
 Loan Payments					
interest					
BLX					57,108
SBA					35,217
other					0
Total interest paid					0
 Principal					
BLX					42,885
SBA					25,651
other					0
Total principal paid					0
 misc fees					
SBA					3,838
CDC					614
CSA					2,518
other					0
total loan fees					0
 Revenues	 \$94,450	 \$111,096	 \$141,628	 \$104,060	 \$451,234
expenses	\$64,329	\$94,935	\$106,933	\$66,379	\$332,576
Loan payments	\$49,232	\$39,633	\$35,438	\$43,529	\$167,832
 Net cash	 -\$19,111	 -\$23,473	 -\$742	 -\$5,848	 -\$49,174

Sierra Outdoor Resorts

Summary 2008 Statement

Membership/property revenues	1Q	2Q	3Q	4Q	TOTALS
Dues	83,644	62,683	63,495	51,314	261,135
Sales	9,169	5,150	9,117	6,342	29,777
Storage	7,485	4,380	4,955	3,135	19,955
Insurance reimbursements			19,234		19,234
Total membership revenues	100,297	72,213	96,800	60,791	330,101
Ghost Town:					
Bar/Grill	2,931	7,888	11,432	3,369	25,620
Horses	0	1,540	3,332	115	4,987
Total Ghost Town Revenues	2,931	9,428	14,764	3,484	30,607
Campground Revenues					
Sites	1,031	12,587	13,989	11,622	39,230
Ranch House	2,520	2,844	5,930	2,688	13,982
cabins member	3,265	6,619	9,434	3,794	23,111
cabins public	232	512	1,330	640	2,714
honey wagon	30	142	425	20	617
Propane	116	214	71	11	412
misc	1,338	1,427	2,637	186	5,588
misc taxable	36	317	396	30	779
Sales Tax	0	29	29	2	60
ROD/CCC	206	2,092	3,200	1,262	6,760
vending	40	107	125	23	294
Total Campground Revenues	8,814	26,890	37,565	20,278	93,547
interest income					39
Total Revenues:	112,043	108,531	149,129	84,552	454,294
Expenses:					
Utilities					
PG&E	6,182	5,700	9,065	15,064	36,010
Water	311	346	1,822	1,202	3,681
Propane	1,153	1,513	1,155	1,112	4,934
waste	1,037	1,332	2,195	2,304	6,869
phone	950	880	679	838	3,347
satellite	188	126	187	303	804
Total utilities	9,822	9,897	15,103	20,822	55,644

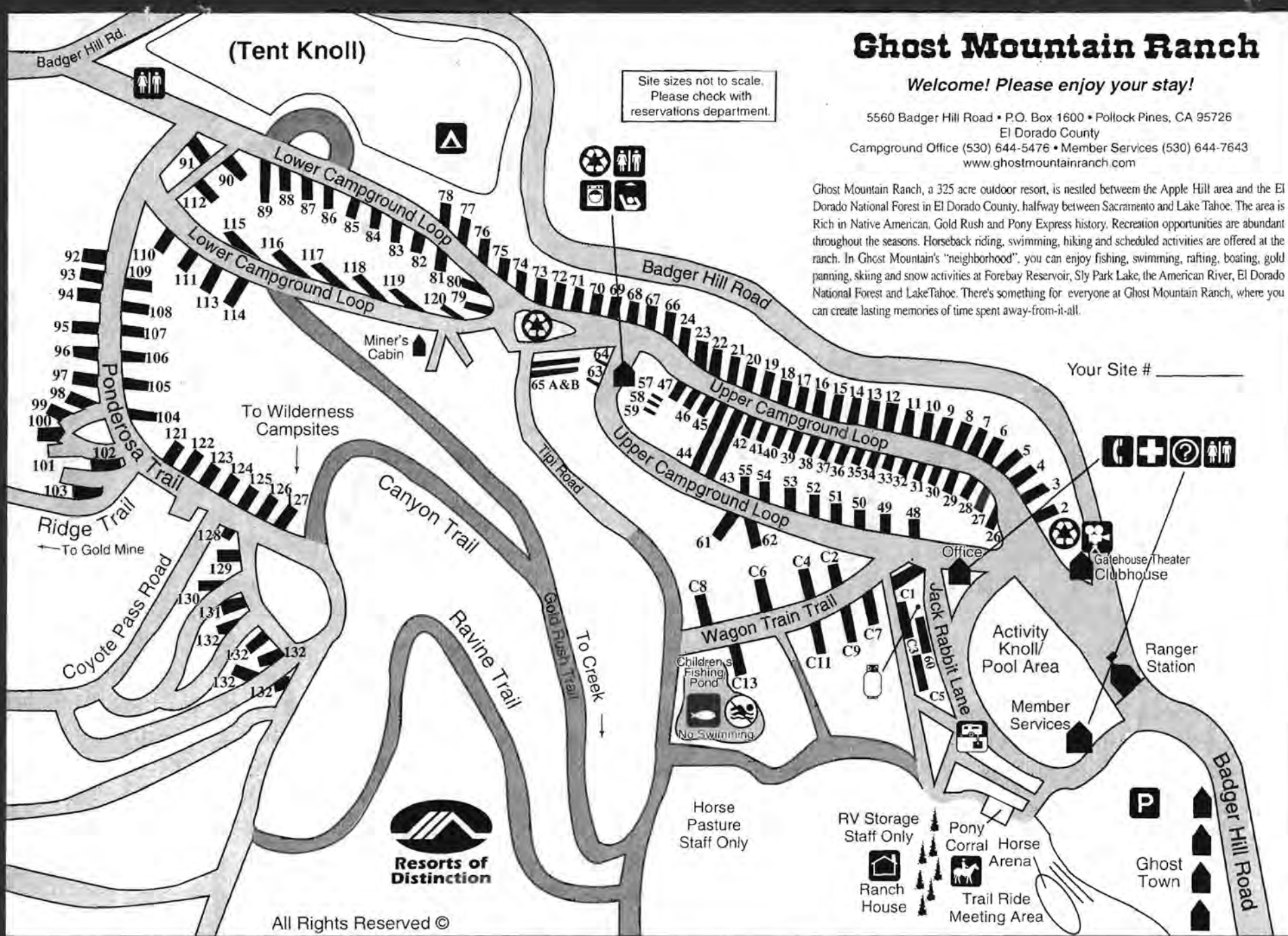
Expenses cont.					
General & Administrative	1,598	4,680	1,772	1,211	9,262
General supplies	3,846	8,133	11,241	4,507	27,728
Repair & Maintenance	2,535	3,053	18,283	1,626	25,497
Gasoline	730	1,253	1,137	426	3,546
Office Supplies	624	558	827	538	2,546
Advertising/marketing	548	2,664	683	284	4,179
entertainment	26	192	35	0	253
livestock supplies & maintenance	2,222	2,571	1,425	2,068	8,287
Insurance	11,578	13,653	7,428	5,974	38,632
postage	551	703	968	702	2,923
professional (legal, acct)	525	200	350	650	1,725
Lease Exp	0	0	0	0	0
Net Payroll	18,182	18,630	28,795	9,646	75,252
Taxes	0	0	0	0	0
Payroll taxes	11,487	3,726	6,113	3,533	24,860
Sales taxes	341	201	282	412	1,236
property taxes	0	0	5,243	0	5,243
state income tax	0	0	0	0	0
fed income tax	0	0	0	0	0
timber tax	0	0	0	0	0
Fees and licenses	0	0	0	0	0
State	25	0	389	474	888
Federal	0	0	0	0	0
county	80	205	801	133	1,219
Total taxes & Fees	11,934	4,132	12,828	4,552	33,446
Short Term Debt/credit card purchases	11,226	5,074	4,665	7,714	28,678
Total Expenses:	78,058	69,628	103,264	44,448	295,399
Loan Payments					
interest					
BLX	23,971	14,542	27,122	17,435	83,071
SBA	8,327	8,216	5,415	7,384	29,342
other	0	0	0	0	0
Total interest paid	32,298	22,758	32,537	24,819	112,412
Principal					
BLX	6,814	4,350	5,359	6,521	23,043
SBA	8,830	9,035	6,086	0	23,950
other	0	0	0	0	0
Total principal paid	15,644	13,384	11,445	6,521	46,993
misc fees					
SBA	788	788	525	263	2,365
CDC	1,406	1,202	801	401	3,809
CSA	192	192	128	64	577
other	204		439		643
total loan fees	2,590	2,182	1,894	727	7,393
Revenues	\$112,043	\$108,531	\$149,129	\$84,552	\$454,255
expenses	\$75,946	\$75,393	\$105,540	\$60,719	\$317,597
Loan principal payments	\$15,644	\$13,384	\$11,445	\$6,521	\$46,993
Loan interest & fee payments	\$34,888	\$24,940	\$34,430	\$25,547	\$119,805
Net cash	-\$14,435	-\$5,187	-\$2,285	-\$8,234	-\$30,142

Ghost Mountain Ranch

Welcome! Please enjoy your stay!

5560 Badger Hill Road • P.O. Box 1600 • Pollock Pines, CA 95726
 El Dorado County
 Campground Office (530) 644-5476 • Member Services (530) 644-7643
www.ghostmountainranch.com

Ghost Mountain Ranch, a 325 acre outdoor resort, is nestled between the Apple Hill area and the El Dorado National Forest in El Dorado County, halfway between Sacramento and Lake Tahoe. The area is Rich in Native American, Gold Rush and Pony Express history. Recreation opportunities are abundant throughout the seasons. Horseback riding, swimming, hiking and scheduled activities are offered at the ranch. In Ghost Mountain's "neighborhood", you can enjoy fishing, swimming, rafting, boating, gold panning, skiing and snow activities at Forebay Reservoir, Sly Park Lake, the American River, El Dorado National Forest and Lake Tahoe. There's something for everyone at Ghost Mountain Ranch, where you can create lasting memories of time spent away-from-it-all.



Site sizes not to scale.
 Please check with
 reservations department.

Your Site # _____

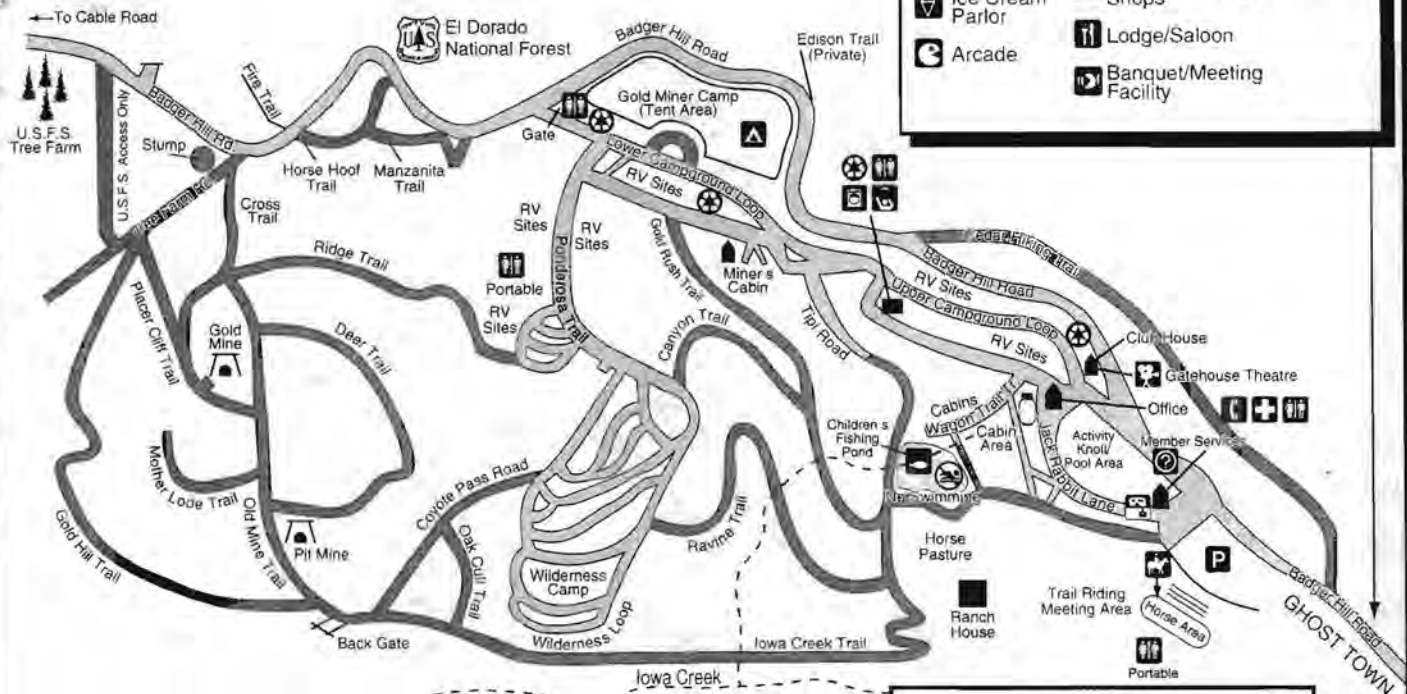


All Rights Reserved ©

Ghost Mountain Ranch

GHOST TOWN

- Pony Express Station
- Restrooms
- Picnic Area
- Ice Cream Parlor
- Gift Shops
- Information
- Arcade
- Lodge/Saloon
- Banquet/Meeting Facility



ACTIVITY KNOLL

- Swimming Pool
- Showers
- BBQ/Picnic Area
- Food Service
- Restrooms
- Amphitheater
- Playground
- Horseshoe Pit
- Children's Wading Pool
- First Aid
- Basketball Court
- Spa

- Vehicles
- Hiking & Horses Only
- Restrooms
- Guest Parking
- Garbage & Recycle
- RV Dump
- Laundry
- Showers
- Propane
- Public Telephone
- Horse Area
- Gold Mine
- Information
- Emergency

Check-in 3:00 - 10:00 PM
Check-Out 12:00 noon

RULES AND REGULATIONS

"Rules may be changed by management without notice"

PLEASE OBSERVE THE FOLLOWING GUIDELINES FOR THE SAFETY AND ENJOYMENT OF ALL.

QUIET HOURS - 10:00 PM - 7:00 AM. Please restrict TV's, stereos, barking dogs and spirited conversation.

EMERGENCY - Call 911

CHILDREN/SUPERVISION - Know where your children are. Use the "buddy system" at all times. Any child under 18 must be accompanied by an adult member. No one under age 21 may be left in park overnight unsupervised.

PROHIBITED - Firearms, weapons. Motorcycles & ATV's on Main Roads only.

MOTOR VEHICLES - 5 m.p.h. speed limit. Yield to horses, children and RV's.

FIRES/SMOKING - Campfires are not allowed in the campground. No smoking on the trails or in buildings.

PETS - Dogs must be on leashes. Pet owners must clean-up after their pets. Do not leave pets unattended. Pets not allowed in pool area or in Ghost Mountain cabins or buildings. Noisy or aggressive pets will be removed.

SWIMMING POOL/SPA - Open daily from 9:00 AM - 10:00 PM during season. Swim at your own risk. No lifeguard on duty. Obey the posted rules. Children under age 14 must be supervised by an adult member 21 years or older. Spa is for adult use only. Do not use pool area alone.

CHILDREN'S FISHING POND - For children only, under adult supervision. No rafting, swimming or boating allowed in pond.

RV HOLDING TANKS - Holding tank chemicals must be formaldehyde-free. Do not drain gray water directly onto the ground.

BICYCLES - Helmets required under age 18.

GARBAGE/RECYCLING - Use dumpsters for garbage and designated cans for recycling. Please leave campsite clean after use.

PERSONAL MESSAGES - Please check message board in main office for phone messages.

GUEST PRIVILEGES - Primary adult members age 21 or older are permitted. guest privileges (day or overnight use), pursuant to membership contract.

CONDUCT - All visitors to Ghost Mountain are expected to treat others with respect and dignity. All visitors are responsible for the conduct of their family members and guests. Individuals shall not indulge in loud, boisterous or unacceptable behavior while on the premises. Excessive drinking resulting in inappropriate behavior will not be tolerated. Alcohol consumption by minors is prohibited. Any person who willfully or negligently defaces, injures or destroys property belonging to Ghost Mountain or to any individual, will be held liable for the full value. Any individual whose actions or behaviors create a situation not in keeping with the accepted Ghost Mountain family atmosphere may be instructed to leave the premises by management.

ASSUMPTION OF RISK/LIMITATION OF LIABILITY/INDEMNIFICATION - All members and guests assume responsibility of loss, injury or damage resulting from use of facility, and indemnify and hold Ghost Mountain, its officers, agents, employees, and independent contractors harmless from all claims, damages, suits, expenses, liabilities, injuries and losses.

