

DIFFICULT SALE BECAUSE OF NO OWNER FINANCIALS FINALLY CLOSES



The sale of the Klamath's Camper Corral located at 18151 Highway 101, Klamath, CA sold September 3, 2015 for \$950,000. John Grant of Park Brokerage Inc. represented the Seller.

The summer seasonal RV park has 124 RV sites with 100 full hookups, 24 water and electric, and 100 tent sites is located on 32.65 acres with more than a half mile frontage on the Klamath River. The property is located in the redwoods next to the Pacific Ocean. The Klamath River has some of the best salmon and steelhead fishing in the world. Amenities include a 2,500 square feet barn clubhouse with large rec room with stage, commercial kitchen, dining area, exercise room, billiards and games, and outdoor seating area. Other amenities are a swimming pool, office and store, nature trails, playground, basketball court, horseshoe pits, and free cable tv and wifi. Only 30 amp electrical service, well water, and septic sewer. The sale included an owner/manager 3 bedroom/2 bath, 1,700 manufactured home.

Rental rates were \$29.50 tent, \$37.50 RV water and electric, and \$39.50 RV full hookup. The new owner has already increased rates 20%-30%.

The buyer paid \$600,000 cash to a new bank loan of \$350,000. The seller did not have any financial records since 2010 and the property was impossible to finance at market loan amounts. Park Brokerage Inc. estimates the capitalization rate was 10% before the buyer's rate increases. The property was in fair condition at time of sale.

John Grant commented, "Klamath is one of the most beautiful locations in the world in the middle of the redwoods forest and on the Klamath River and adjacent to the Pacific Ocean. It's a summer seasonal area and very rainy during the winter. Most of the clientele are redwoods destination visitors, fishermen for the summer season, and central valley residents cooling off at the coast".

Grant added, "Sellers must keep financial records or it is very difficult to sell their property. If I had historical financials on this property, I could have sold it twenty times over. But most potential buyers need financing and it was impossible without financials. Owners that keep detailed and organized profit and loss statements will sell their parks more readily and for higher prices".

John Grant sells and finances manufactured housing communities and RV parks exclusively throughout the states of California, Arizona, and Nevada. He has sold 176 manufactured housing communities and RV parks in the last 28 years and financed over 200. John Grant can be reached at 858-586-9400.

Market time: 12 Months, Escrow length: 3 Months