

COLORADO RIVER FRONT RV RESORT ON GROUND LEASE SELLS



The sale of the Riviera RV Resort located at 500 Riviera Drive in Blythe, CA on the Colorado River sold December 5, 2016 for \$2,080,000. John Grant of Park Brokerage Inc. handled the transaction.

The RV resort has 175 full hookup RV sites, 90 spaces RV and boat storage area ideal for solar, 9 rental park models, convenience store, and small tent area. The resort was built in the 1970's and is located on 21.55 acres. Winter rental rates are \$45-\$50 Daily and \$429 Monthly. Summer Daily rates are \$5-\$10 higher. The resort has four main customer bases with the summer recreational boat crowd, winter snowbirds, year round solar construction workers, and overnights from Highway 10. The RV resort is located on Highway 10 the main freeway between Southern California and Arizona with ten million vehicles per year.

The RV resort amenities are river front sites, up to 120 feet pull thru sites, boat launch, pool, spa, rec room cable tv, wifi, laundry room, bath house, playground, dog park, and propane sales. The resort is serviced by city water and sewer utilities and 75% of the sites have 50 amp electric.

The RV resort is on a 28 years ground lease with the County of Riverside at 7% of the rental income. The County of Riverside gave a 30 years new lease two year ago.

The buyer made a \$560,527 cash down payment, assumed an existing SBA 1st trust deed of \$1,059,473 with monthly payments fully amortized over 15 year at 6% interest, and the seller carried \$460,000 with monthly payments fully amortized over 10 years at 4% interest. The capitalization rate was 12.0%. The property was in average condition at time of sale.

John Grant commented, "The RV resort enjoys two seasons with the boating crowd in the summer and the snowbirds in the winter. The property will benefit from new ownership with stronger marketing and management. It is a great location that will benefit from the booming RV hospitality business".

Grant added, "Because of the desert heat and strong boating business in the summer, the resort has a very high electric bill and the RV and boat storage area is perfect for solar. Plus the RV and boat storage rates of \$75 per month can go to \$150 per month after it is covered by the solar and enjoys shade".

John Grant sells and finances manufactured housing communities and RV parks exclusively throughout the states of California, Arizona, and Nevada. He has sold 185 manufactured housing communities and RV parks in the last 30 years and financed over 200. John can be reached at 858-586-9400 or john.grant11510@gmail.com

Market time: 3½ Months, Escrow length: 6 Months