



CHARLES
HAWKINS CO.

104 CIRCLE ROAD

RV PARK FOR SALE

Newport, Tennessee



CHARLES HAWKINS CO.

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Executive Summary

Charles Hawkins Co. is pleased to present **Unwind Acres**, a turnkey mixed-use RV park and tiny home community located at **104 Circle Rd., Newport, Tennessee 37821**. This well-maintained property offers an investment opportunity in the growing East Tennessee tourism market with a stable, long-term tenant base and multiple income streams.

Strategically positioned near major tourism destinations including Gatlinburg, Pigeon Forge, and Sevierville, guests enjoy convenient access to **Dollywood, Great Smoky Mountains National Park, Newport Speedway, and local distilleries**. This location in the foothills of the Smoky Mountains drives consistent demand while offering a quieter, small-town alternative to the busier tourist corridors.

The property features 10 full-hookup RV sites, 6 tiny homes, 1 2-story home, 1 modular 3-bedroom home with 2-car garage, a chapel, pavilion, and a laundry/game room facility on 4.1 acres.

With **long-term occupancy**, excellent infrastructure (primarily constructed in 2017), and minimal operational complexity, Unwind Acres represents a stable, lifestyle-oriented investment in a thriving tourism market.

Size ±4.08 Acre | ±177,725 Total Lot Square Feet

Year Built 2017

Units 10 RV Pads, 6 Tiny Homes/cabins, 1 2-Story Home, 1 Modular Home (3 BR/2 BA – 2 car garage), Pavilion, Chapel, Game Room & Laundry Facility

PRICING

\$1,600,000



Property Highlights

Units/Amenities

- 10 Full-hookup RV sites (30/50-amp service, accommodates up to 40ft RVs)
- 6 Tiny homes/cabins
- 1 2-story home
- 1 Modular 3BR/2BA home with 2-car garage
- Chapel
- Pavilion
- Laundry & Game room combo building
- 13 security cameras in place with 3 more to be added by time of sale
- Storage/supplies bldg.

Value Add

- Pavilion and chapel currently not marketed for events
- Marketing opportunities
- Expansion potential | 2 additional RV spaces and 2-3 tiny homes
- Optimize operations | Owner currently handles most duties

FAQs

- **How Many Septic tanks are on the property?** 5 septic tanks
- **What is the metering setup for utilities?** Each pad and tiny home is individually metered for electricity except the red and green tiny cabins. The owner plans to have these meters in place by Spring. Water (master meter) and Internet are paid by the owner.
- **Are tenants on long or short-term leases?** RV pads and tiny homes/cabins are rented long-term. The modular home is rented short-term via AirBnB but has been rented previously at \$2,700/month. The two-story home has historically been rented short term but is now on a \$1,500/month LTR.
- **Rent roll shows 9 RV Pads?** Owner added RV Pad 10 in December 2025.
- **Why are pads 7 and 10 vacant on Rent Roll?** Pad 7 is where the owner keeps their own camper. Pad 10 was just added in December.
- **Immediate expansion opportunity?** 2 additional RV pads could be added but would need an additional septic tank. 2-3 more tiny cabins could be added. Need electrical/plumbing pedestals.
- **Seller Financing?** A seller carry could be considered with a considerable down payment and short balloon.
- **Note:** Electric bill back started in November of 2025. Previously, it was a \$75/month allowance for all RV spots, and tenants paid overages. Tenants now pay the entire electric bill.





Modular Home

Chapel

Tiny Homes & Pavillion

Laundry & Game Room

RV Pads

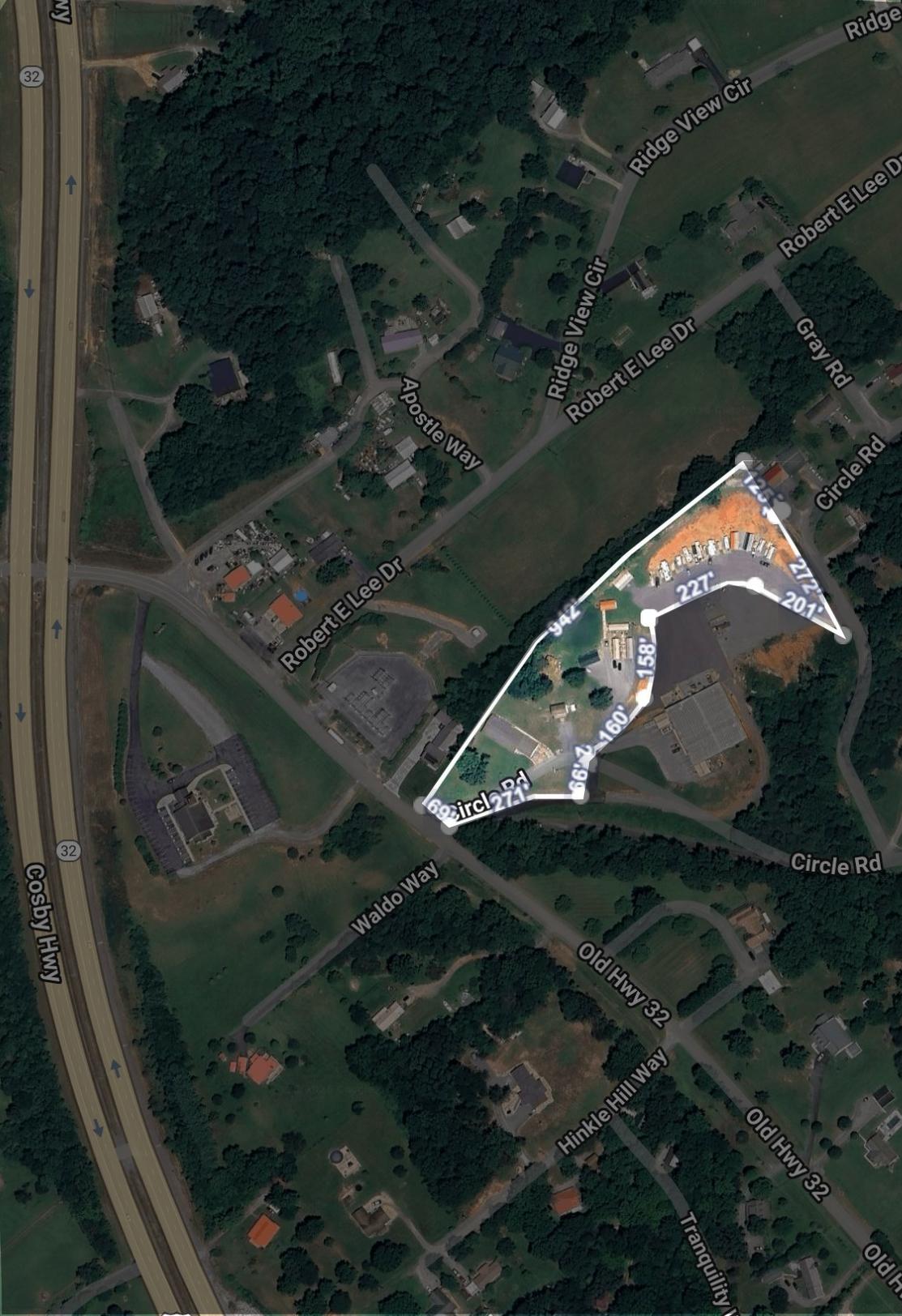
Tiny Cabins

2-Story Home









DEMOGRAPHIC INFORMATION

2 Miles

2,190

Population

859

Households

\$58,095

Average Income

5 Miles

12,875

Population

5,492

Households

\$57,320

Average Income

10 Miles

36,384

Population

15,465

Households

\$56,148

Average Income

Consumer spending

2 Miles

\$25,961,354

Total Spending

\$27,885

Average Household Spending

5 Miles

\$148,144,692

Total Spending

\$26,975

Average Household Spending



THE CITY OF

NEWPORT

Tennessee

ESTABLISHED IN 1903

NEWPORT TN COCKE COUNTY

Newport is the county seat of Cocke County in eastern Tennessee, located along the Pigeon River in the foothills of the Great Smoky Mountains.

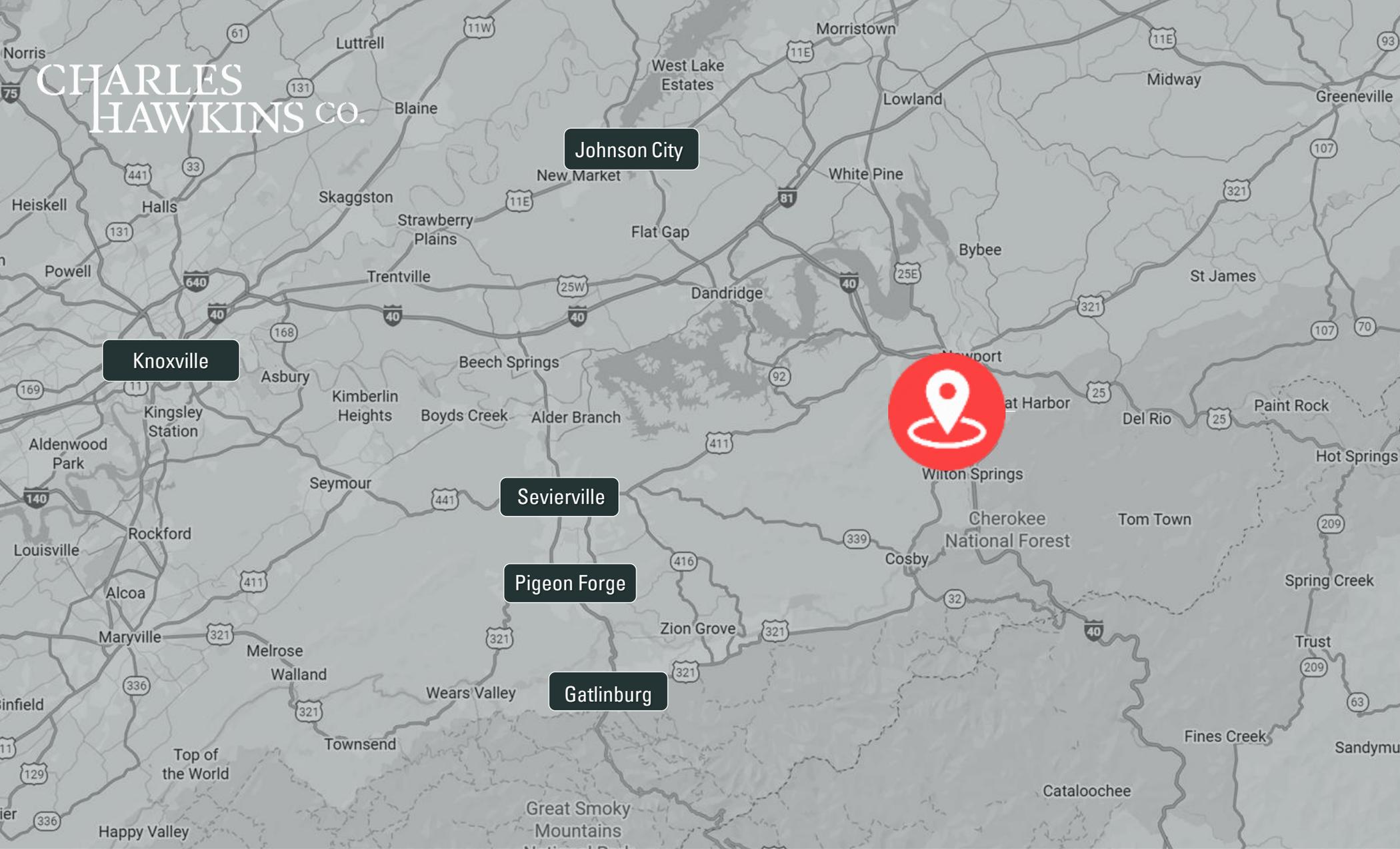
It is a short drive from Gatlinburg, Pigeon Forge, and Sevierville, making it a good spot for visitors who want to explore the Smokies without staying in the busier tourist areas. Newport is a short drive from Dollywood, Great Smoky Mountains National Park, and plenty of outdoor activities.

Newport Speedway offers local racing events for motorsports fans. The area is known for its moonshining heritage, with distilleries like Cocke County Distillery and Popcorn Sutton Distilling offering tours and tastings.

The Pigeon River is popular for whitewater rafting, fishing, kayaking, and tubing. Anglers can catch rainbow trout, brook trout, and smallmouth bass, especially from May to October.

For hikers, the nearby Cosby area of Great Smoky Mountains National Park has trails like Hen Wallow Falls and Mount Cammerer Fire Tower. The Foothills Parkway offers scenic mountain views along a six-mile drive.

Located near Morristown and Dandridge, Newport gives you access to more shopping and dining options while keeping its small-town feel. Newport offers an authentic East Tennessee experience with mountain access, nearby attractions, and Appalachian heritage.



**PRIME
LOCATION**

EASTERN GATEWAY TO TENNESSEE

Situated in the foothills of the Great Smoky Mountains, Newport is often referred to as the "Eastern Gateway to Tennessee". The city is easily accessible via **Interstate 40** (Exits 432, 435, and 440). Other primary routes include **U.S. Routes 321, 411, 25, and 70**. Newport is approximately 40 miles east of Knoxville and 18 miles north of the North Carolina border.

Actual (2025) & 5 Year Pro-Forma							
Income	2025	Year 1	Year 2	Year 3	Year 4	Year 5	
Gross Potential Income	\$ 186,600	\$ 220,200	\$ 226,806	\$ 233,610	\$ 240,618	\$ 247,837	
Vacancy & Rent Loss	27%	30%	23%	15%	15%	15%	
Base Rent	\$ 137,044	\$ 154,140	\$ 174,641	\$ 198,569	\$ 204,526	\$ 210,661	
Electricity	\$ 7,907	\$ 16,604	\$ 17,102	\$ 17,615	\$ 18,144	\$ 18,688	
Laundry	\$ 5,400	\$ 5,562	\$ 5,729	\$ 5,901	\$ 6,078	\$ 6,260	
Late Fees, Admin, Etc.	\$ -	\$ 4,624	\$ 5,239	\$ 5,957	\$ 6,136	\$ 6,320	
Effective Income	\$ 150,351	\$ 180,930	\$ 202,711	\$ 228,042	\$ 234,883	\$ 241,929	
Operational Expenses							
Internet	\$ 2,400	\$ 2,472	\$ 2,546	\$ 2,623	\$ 2,701	\$ 2,782	
Utilities (Water & Electric)	\$ 30,044	\$ 30,946	\$ 31,874	\$ 32,830	\$ 33,815	\$ 34,830	
Metering	\$ 630	\$ 690	\$ 711	\$ 732	\$ 754	\$ 777	
Septic Maintenance	\$ 1,800	\$ 2,160	\$ 2,203	\$ 2,247	\$ 2,292	\$ 2,338	
Insurance	\$ 8,800	\$ 10,560	\$ 10,771	\$ 10,987	\$ 11,206	\$ 11,430	
Software (Website)	\$ 150	\$ 153	\$ 156	\$ 159	\$ 162	\$ 166	
Landscaping	\$ -	\$ 4,200	\$ 4,284	\$ 4,370	\$ 4,457	\$ 4,546	
Reserves for CapEx/Repairs	\$ -	\$ 5,428	\$ 6,081	\$ 6,841	\$ 7,046	\$ 7,258	
Property Tax	\$ 1,492	\$ 1,522	\$ 1,552	\$ 1,583	\$ 1,615	\$ 1,647	
Marketing	\$ -	\$ 3,200	\$ 1,800	\$ 1,200	\$ 1,224	\$ 1,248	
Supplies	\$ -	\$ 1,000	\$ 1,020	\$ 1,040	\$ 1,061	\$ 1,082	
Total Operational Expenses	\$ 45,316	\$ 62,330	\$ 62,999	\$ 64,613	\$ 66,335	\$ 68,105	
Expense Ratio	30.14%	34.45%	31.08%	28.33%	28.24%	28.15%	
Net Operating Income	\$ 105,034.46	\$ 118,599.80	\$ 139,711.88	\$ 163,429.09	\$ 168,547.83	\$ 173,824.45	

Notes & Assumptions
<p>2025 Actual: Septic Maintenance overstated: 3 risers installed for easier access. 2025 GPI assumes a monthly rental rate of \$2,200/month for the modular home. Currently rented as STR</p> <p>Year 1: 4 additional units added (2 RV pads and 2 Tiny Homes). Variable expenses increased 20% to account for expansion. Electricity income jump accounts for missing bill-back for most of 2025.</p> <p>Year 2: Rent additional units - stabilizing at 85%</p> <p>Late Fees, Admin, Etc. set at 3% of "Base Rent"</p> <p>Landscaping set at \$350/month</p> <p>Repairs & Maintenance set at 3% of "Effective Income" (newer construction)</p> <p>Income line items increasing 3% annually</p> <p>Expense line items increasing 3% annually</p>

Current Rent Roll 2/2026		
Unit	Monthly Rate	
Two story	\$	1,500.00
Tiny white	\$	1,300.00
Tiny red	\$	1,100.00
Tiny brown	\$	1,150.00
Tiny green	\$	1,150.00
RV pad 1	\$	550.00
RV pad 2	\$	550.00
RV pad 3	\$	550.00
RV pad 4	\$	550.00
RV pad 5	\$	550.00
RV pad 6	\$	550.00
RV pad 7	\$	-
Tiny Cabin Red	\$	850.00
Tiny Cabin Green	\$	850.00
RV pad 8	\$	550.00
RV pad 9	\$	-
RV pad 10	\$	-
Modular	Short Term Rental	
Total Base Rent	\$	11,750.00

Notes

Current Rent Roll 2/2026 does not include electrical bill-back income. Owner keeps their camper on RV Pad 7. RV Pad 10 was installed in Dec '25. Plans to begin renting in the Spring. Both Tiny Cabins will have electrical meters installed this Spring - owner currently covering electrical. Full electrical bill-back began in Nov '25. Modular home rented as an STR. Historically, it has been rented for up to \$2,700/Month.

Expansion Unit Mix & PGI			
Unit	Count	Rate	Annual
Add: RV Pad	2	\$ 550	\$ 13,200
Add: Tiny Cabin	2	\$ 850	\$ 20,400
Two story	1	\$ 1,500	\$ 18,000
Tiny white	1	\$ 1,300	\$ 15,600
Tiny red	1	\$ 1,000	\$ 12,000
Tiny brown	1	\$ 1,150	\$ 13,800
Tiny green	1	\$ 1,200	\$ 14,400
Tiny Cabin Rd	1	\$ 850	\$ 10,200
Tiny Cabin Gr	1	\$ 850	\$ 10,200
RV Pad	10	\$ 550	\$ 66,000
Modular	1	\$ 2,200	\$ 26,400
Total	22	\$ 18,350	\$ 220,200

Development Cost Estimate		
	Cost	Note
RV Pads (x2)	\$ 2,000	Lay Gravel, Stub out Utilities
Septic Tanks (x2)	\$ 8,000	Drop tank, riser, hookups
Tiny Cabins (x2)	\$ 130,000	\$65k/unit
Additional Infrastructure	\$ 2,000	Electrical & Plumbing/Pedestals for tiny cabins
Total	\$ 142,000	

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