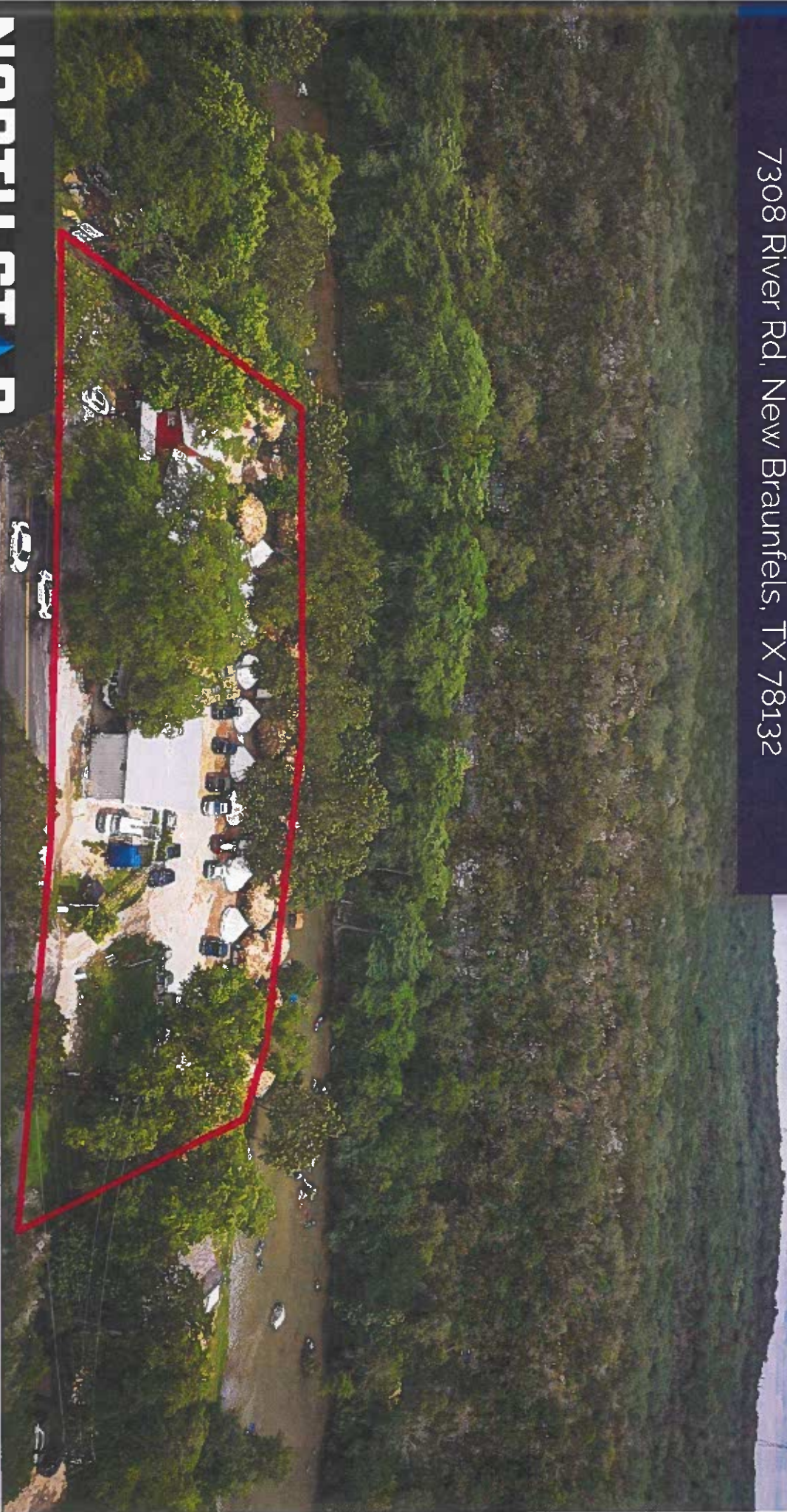


# Guadalupe River Outdoor Hospitality Property & Business

7308 River Rd, New Braunfels, TX 78132



## NORTH STAR

BROKERAGE & ADVISORY

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**ANDERS  
PIERCE**  
REALTY



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**NORTH STAR**  
BROKERAGE & ADVISORY



## Offer Procedure

Offers should be submitted in the form of a standard non-binding Letter of Intent, which can be provided by the broker, and must specify the following:

- o Pricing
- o Length of Inspection & Closing Period
- o Description of financing plan
- o Amount of earnest money deposit at execution of a Purchase and Sale Contract
- o Amount of additional deposit upon expiration of Inspection Period
- o Biography of current portfolio and recent transactions as well as capital source

## Property Tours

Interested parties must execute a confidentially agreement and schedule a prearranged time with the broker prior to touring the property. Tours will be conducted by appointment only and no one is allowed to tour the property and disturb tenants without the brokers' knowledge.

## Contact Us

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Heath@ANDERSPIERCE.com



# The Offering



**NorthStar Brokerage & Advisory, in conjunction with Anders Pierce Realty** as the exclusive agent for the Owner, presents the Guadalupe Outdoor Hospitality & River Resort—a rare opportunity to acquire an established riverfront asset in the Texas outdoor hospitality market.

**Son's Guadalupe** offers 52 rental units and 345 feet of river frontage, with multiple revenue streams and a loyal customer base. Its location delivers a scenic, adventure-driven retreat for visitors.

This is a proven waterfront business with consistent returns and clear upside potential.

**Property is offered at \$1,900,000  
reflecting an in-place cap rate of 11.80%**



**1.62**

**Total Existing  
Acres**



**22**

**Thatch Roof  
Cabanas**



**15**

**Glampping  
Tents**



**5 Bay**

**Bathroom/Shower**



**13**

**Picnic tables**



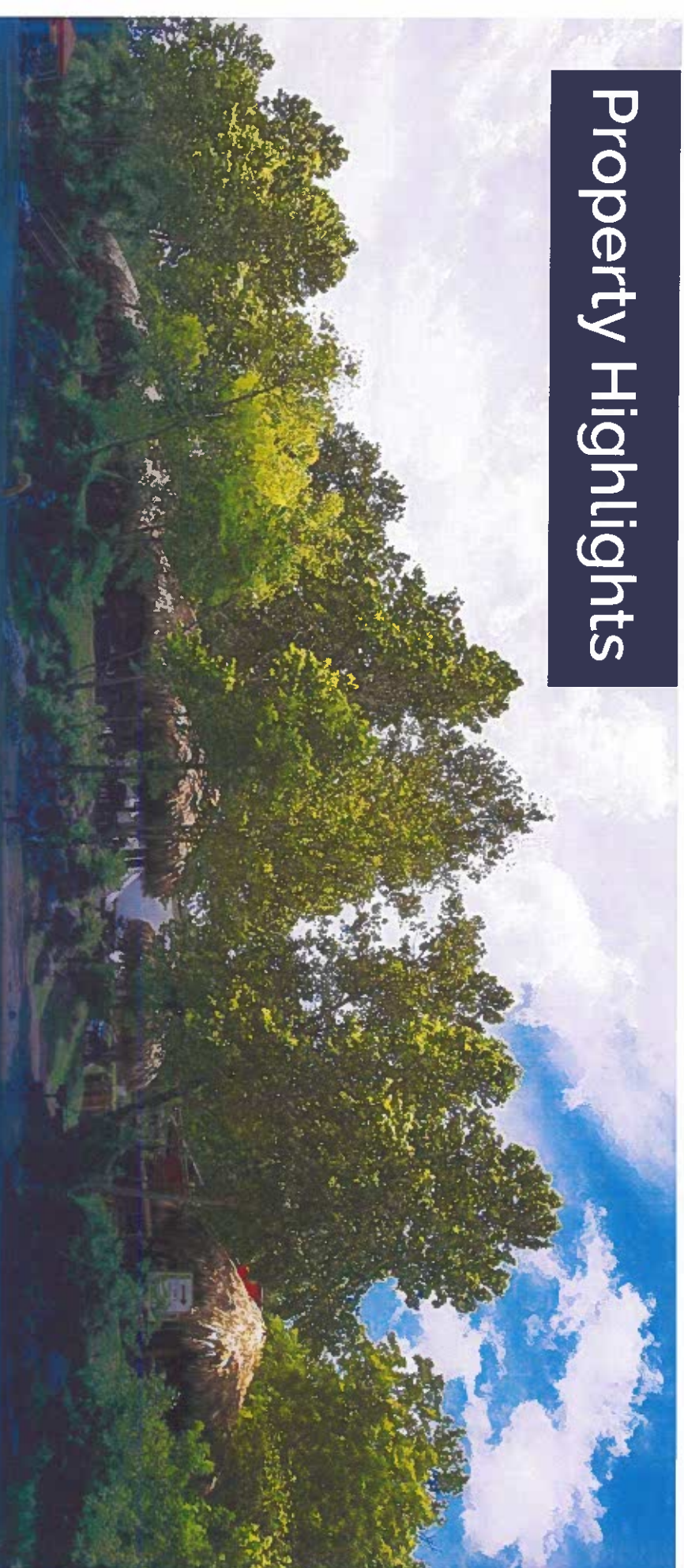
**3**

**Buildings**

\*Red Building: Office/check-in, bar and retail, half bath & upstairs bunkroom  
\*Silver Building: 5 bay bathroom/shower trailer with downstairs/upstairs storage for tubes and kayaking amenities  
\*Blue Building: Gutted & vacant 2 story, 2 unit apartment with water facing views



# Property Highlights



## CONSISTENT REVENUE PERFORMANCE WITH UPSIDE IN NOI

The property generates consistent top-line revenue, with opportunities to grow Net Operating Income (NOI) through dynamic pricing, expanded marketing, and increased demand for riverfront leisure experiences.

## PRIME LOCATION

Positioned near major metros like Austin, San Antonio, New Braunfels, and San Marcos.

## TUBE & KAYAKING ROUTE

The business operates a tubing route that includes shuttle up river in which guests float back down to the property

## ESTABLISHED BUSINESS BRAND

Since beginning operations in 2020, the property has fostered a loyal customer base, with many guests returning annually to enjoy the facilities.

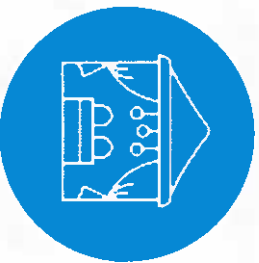
## DIVERSE REVENUE STREAMS & UPSELL OPPORTUNITIES

Offerings include glamping, cabana, covered picnic table, and tubing.

## VALUE-ADD POTENTIAL

Multiple income sources, including bar/grill sales, corporate outings, and apartment rentals.

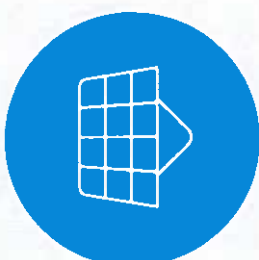
# Revenue Streams



**Daytime &  
Evening Cabanas**



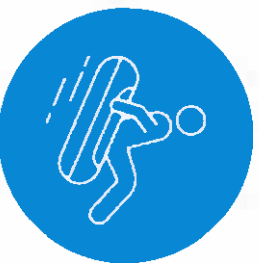
**Glamping Yurts**



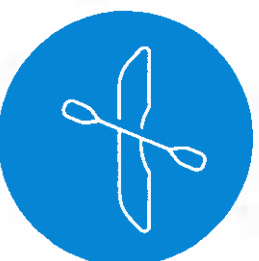
**Picnic  
Tables**



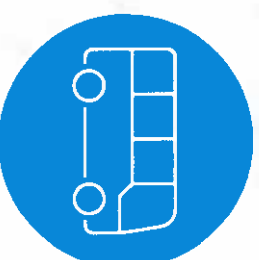
**Merchandise**



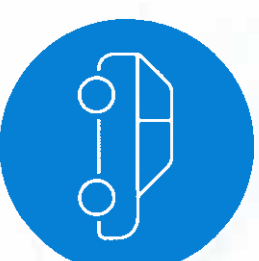
**Tubing**



**Kayaking**



**Shuttle Services**



**Parking**

## **POTENTIAL REVENUE STREAMS:**

1. Bar and grill sales
2. Retreat bookings
3. Apartment Revenue
4. Food truck spaces



# Property Location





# Upside Opportunities

## Bar & Grill Sales

The campgrounds allow guests to bring their own food and drinks, with limited purchase options. Introducing a well-curated bar and grill could drive significant sales.

## Apartment Rental Revenue

There is a vacant & gutted 2-unit apartment that can be renovated into a manager/owners quarters or be rented out to visitors

## Retreat Bookings

Leverage the off-season by hosting company, church, or family retreats that offer a peaceful nature escape

## Food Truck Spaces

Designate an area for food trucks to rent, offering diverse dining options and attracting more visitors.

## Streamline Management

Transition from self-management to experienced operators to improve operational efficiency and structure.

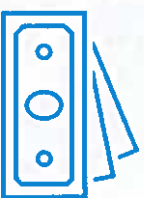


# Property Overview



Son's Guadalupe is a popular day-use riverfront destination along the Guadalupe River in New Braunfels, Texas. The property features over 30 authentic thatched-roof cabanas with electricity, water, BBQ pits, and lounge seating, along with several in-water picnic tables shaded by canopies for a unique on-the-water experience.

Guests enjoy tubing with shuttle service, swimming, fishing, yard games, and grilling on-site, making it ideal for group outings and family fun. With its scenic river setting and relaxed amenities, Son's Guadalupe offers a memorable way to spend the day in the Texas Hill Country.



**\$432,710**  
2024 Revenue



**\$208,456**  
2024 Expenses



**\$224,254**  
2024 NOI

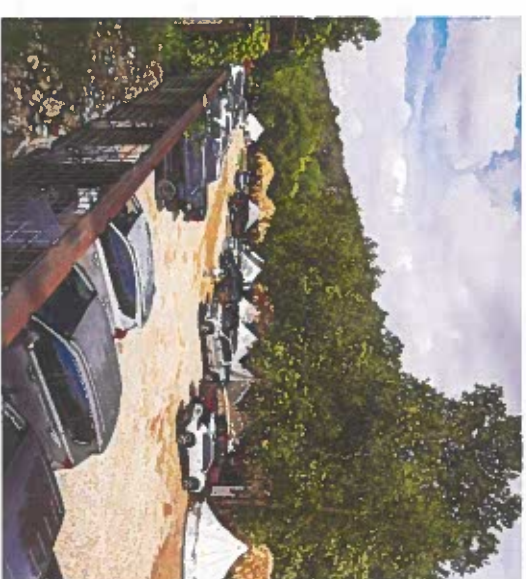


**48.17%**  
2024 Exp. Ratio

Address	7308 River Rd, New Braunfels, TX 78132
Land Size	1.62 Acres
Year Built	2020
River Frontage	345 ft
Rentable Units	52
Water	Private Well
Wastewater	Private Septic
Electric	New Braunfels Utility
Primary Amenities	Riverfront Cabanas, Glamping, camp office, tubing, kayaking, shuttle

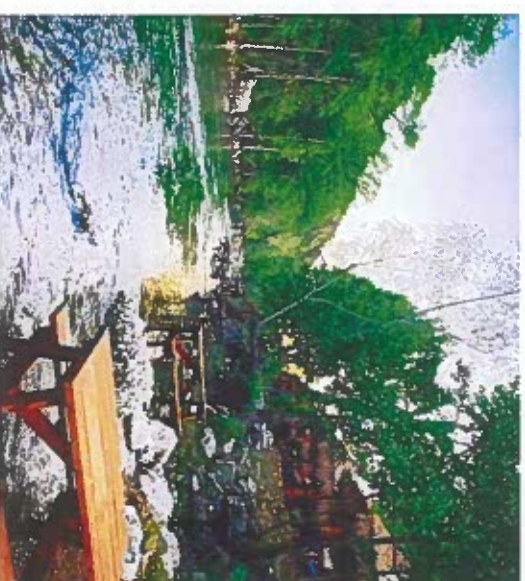


# Son's Guadalupe Photos



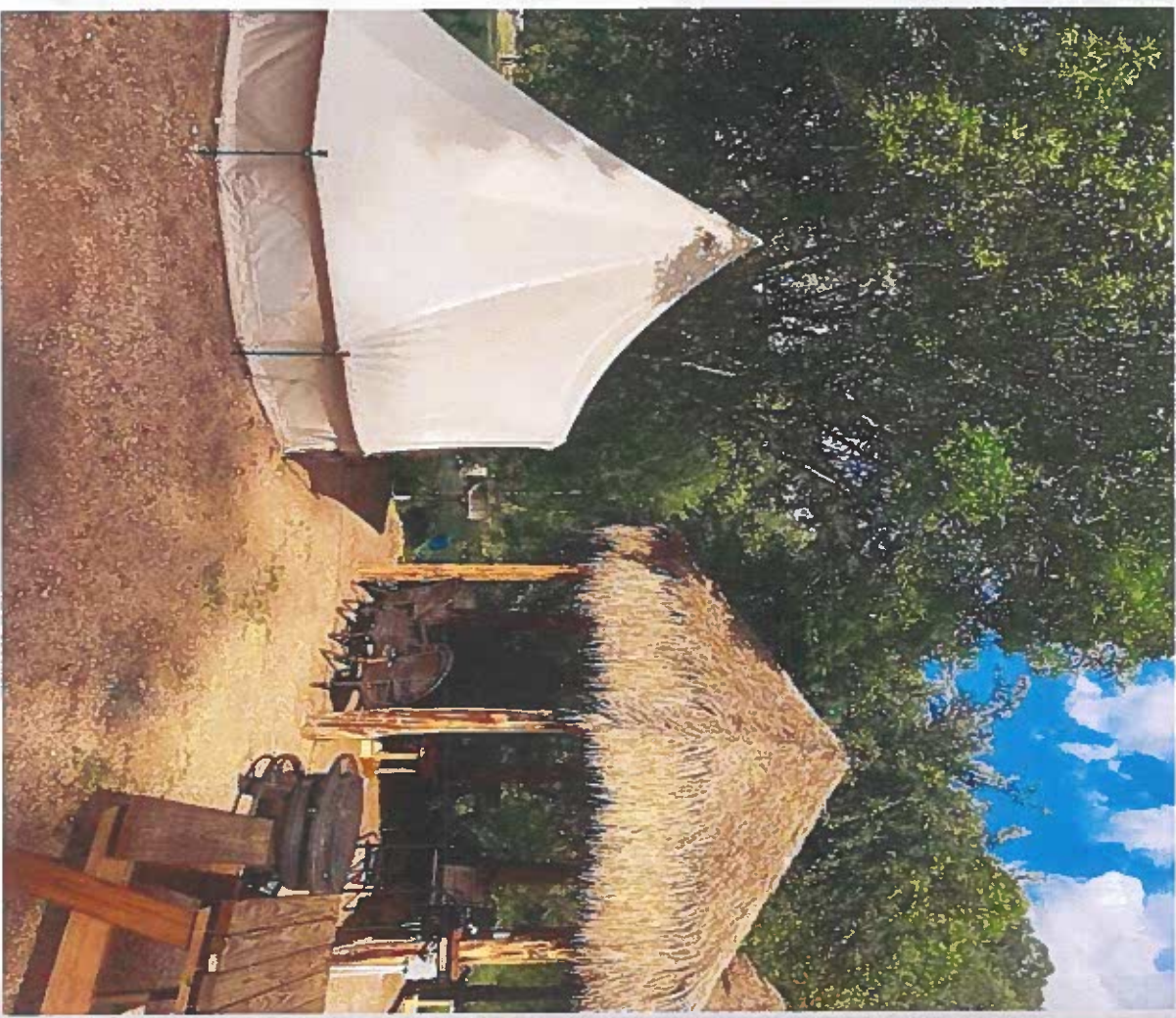


# Son's Guadalupe Photos





# Glampering





# Cabanas



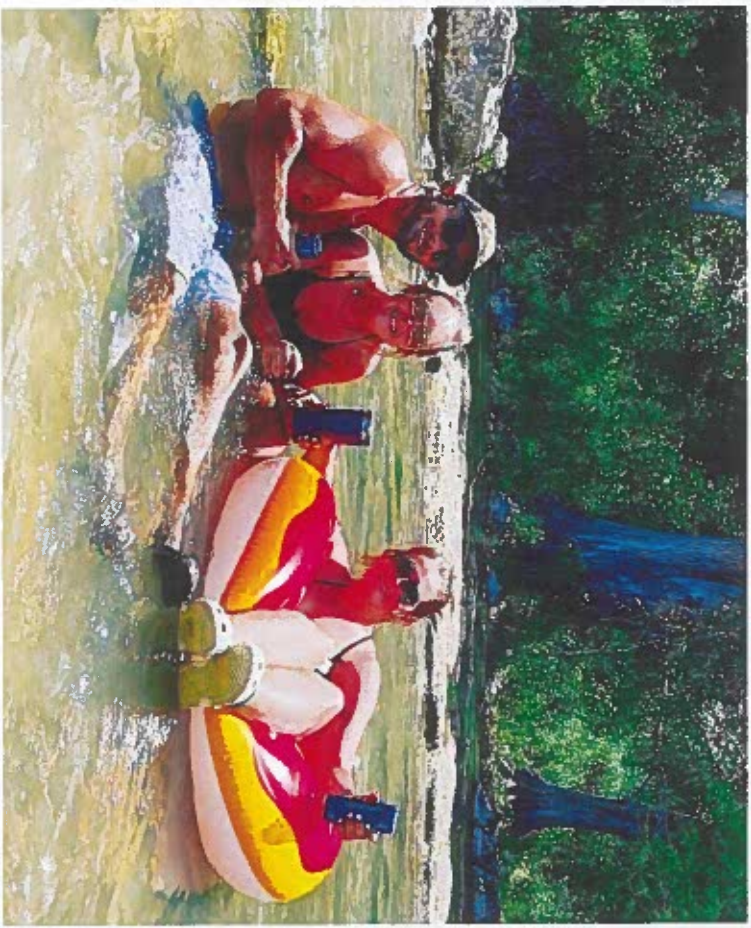


# Water Frontage





# Amenities and Activities

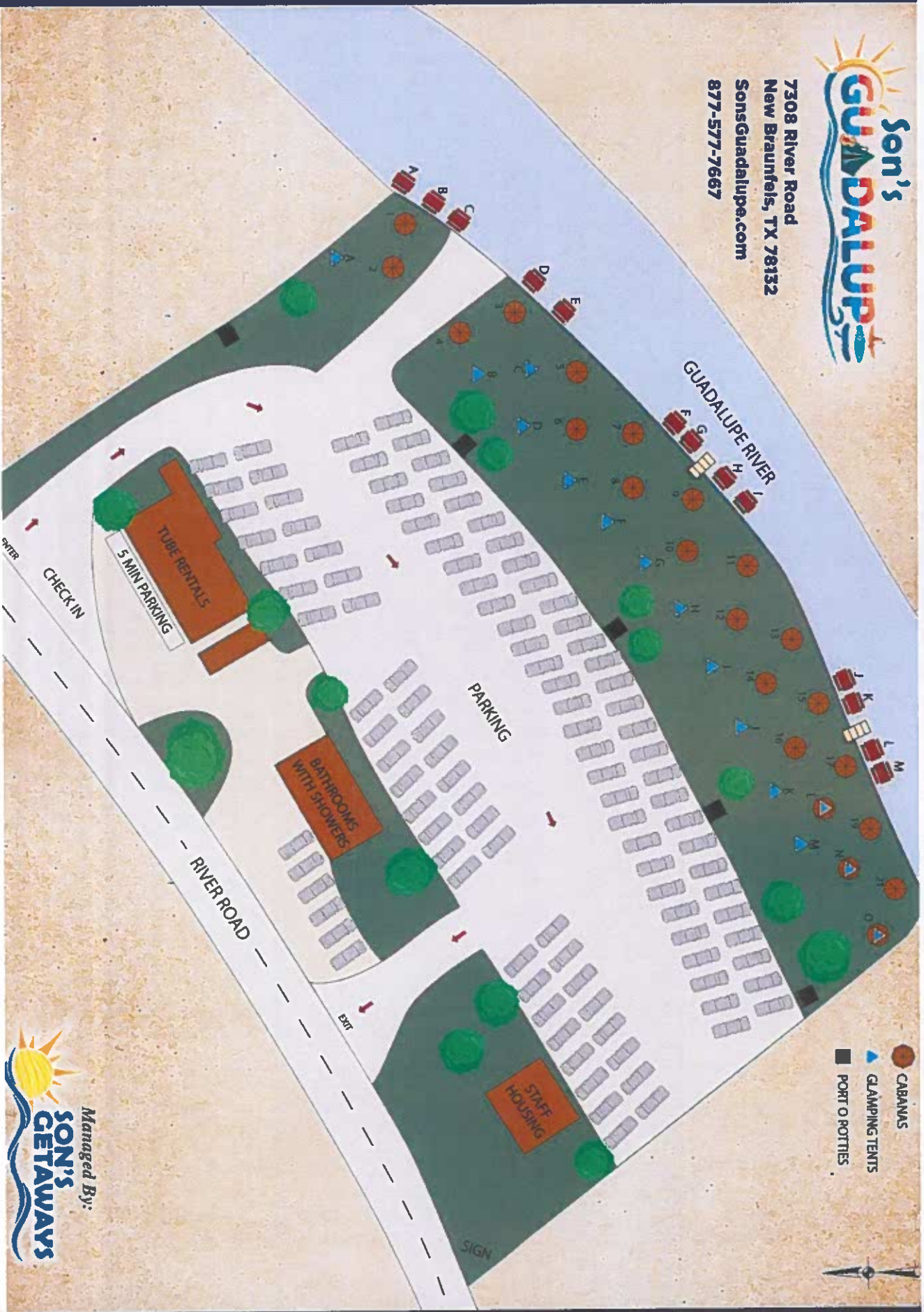




# Site Map | Guadalupe



7308 River Road  
New Braunfels, TX 78132  
SonsGuadalupe.com  
877-577-7667







[Click or Scan for a](#)  
[Video Overview of](#)  
[the Campground](#)



# Guadalupe Financial Summary

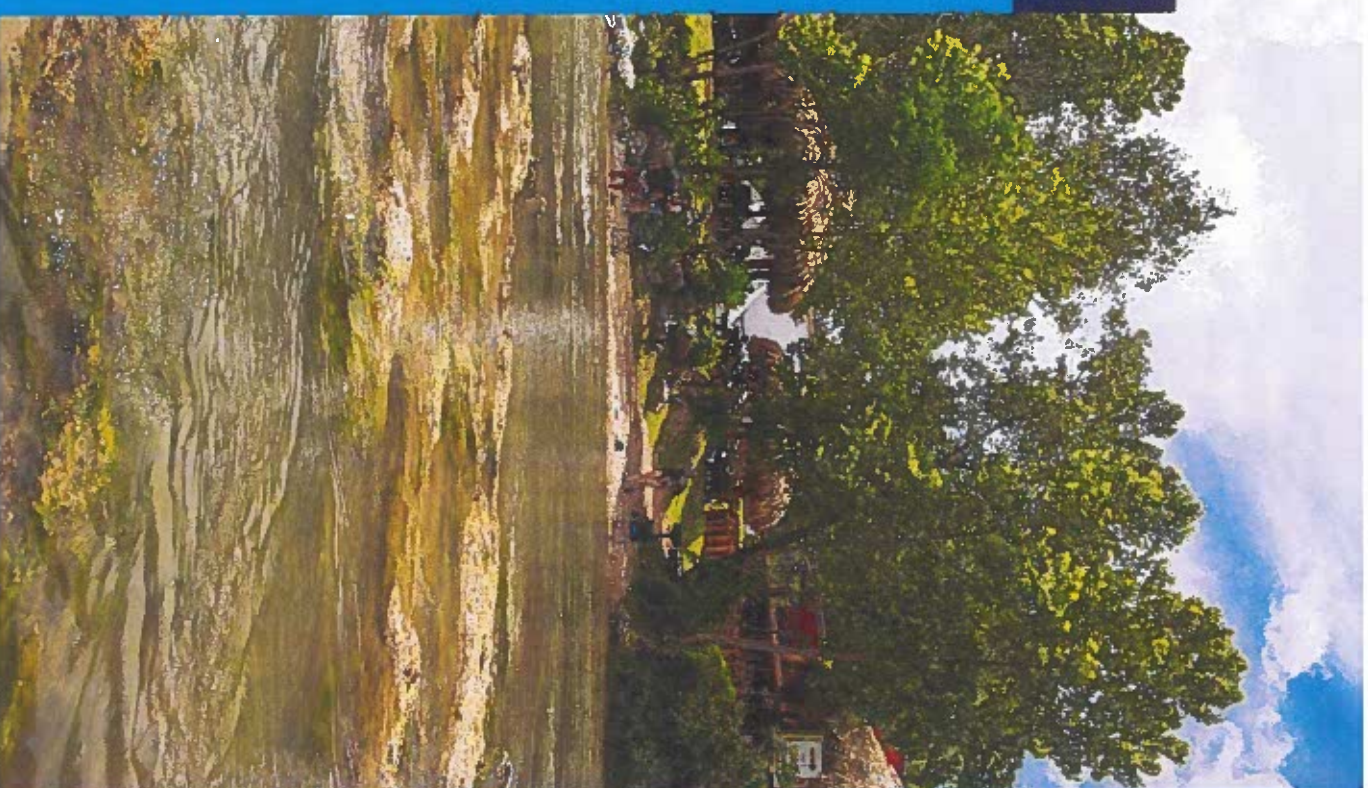
Guadalupe P/L	2021	2022	2023	2024	2024 Adjusted	Notes
<b>Revenue</b>						
Total	\$436,369	\$443,091	\$469,815	\$432,710	\$432,710	
	\$436,369	\$443,091	\$469,815	\$432,710	\$432,710	
<b>Expenses</b>						
Advertising Total	\$18,000	\$20,600	\$17,000	\$23,606	\$23,606	Kept same
Payroll & Wages Total	\$82,000	\$71,244	\$59,000	\$60,889	\$86,542	Adjusted to 20% of revenue
<b>Utilities</b>						
Electric	\$2,500	\$6,850	\$7,816	\$7,977	\$7,977	Kept same
Internet	\$2,514	\$862	\$1,326	\$1,326	\$1,326	Kept same
Water	\$1,200	\$0	\$0	\$0	\$0	Well installed 2022
Trash	\$5,300	\$2,252	\$2,179	\$2,842	\$2,842	Kept same
Port-o-pottys	\$11,500	\$1,850	\$1,850	\$0	\$0	Installed restroom trailers
<b>Taxes</b>						
Water Oriented	\$11,209	\$7,836	\$7,491	\$8,183	\$8,183	Water oriented
Recreational Tax						recreational tax
State & Local	\$35,000	\$31,218	\$20,049	\$21,058	\$21,058	Kept same
(Sales/use)						
Property	\$15,002	\$20,492	\$20,048	\$17,750	\$20,000	Adjusted
<b>Insurance</b>						
Liability	\$19,750	\$0	\$0	\$0	\$19,750	Added prior expense
Van / Auto / Shuttle	\$3,000	\$3,000	\$5,681	\$6,000	\$6,000	Kept same
Flood	\$3,172	\$0	\$0	\$0	\$3,172	Added prior expense
<b>Operational</b>						
Vehicle Fuel	\$800	\$900	\$900	\$900	\$900	
Reservations	\$600	\$600	\$600	\$600	\$600	
Misc Supplies	\$1,930	\$2,680	\$4,941	\$5,000	\$5,000	
Merchandise	\$1,680	\$2,710	\$1,360	\$1,500	\$1,500	
<b>Total Expenses:</b>	<b>\$215,157</b>	<b>\$173,094</b>	<b>\$150,231</b>	<b>\$157,631</b>	<b>\$208,456</b>	
<b>Expense Ratio:</b>	<b>49.31%</b>	<b>39.07%</b>	<b>31.98%</b>	<b>36.43%</b>	<b>48.17%</b>	
<b>Total Profit:</b>	<b>\$221,212</b>	<b>\$269,997</b>	<b>\$319,574</b>	<b>\$275,079</b>	<b>\$224,254</b>	



# Analysis Assumptions

## Guadalupe

- P&L based on 2024 actuals provided by owner and broker underwriting, not a pro-forma or average
- Payroll adjusted to 20% of revenue
- Property taxes estimated increase to \$20,000
- Insurance expenses added to previous amount
- Private well and septic
- Restroom trailer added, decreasing port-o-potty expense to \$0





# Financing Quotes

We sourced debt quotes from outdoor hospitality specific mortgage brokers and lenders:

## Bank 1:

Loan size: 70% LTC/LTV.  
Rate: 7.50%.  
Repayment: 25 years.  
DSCR: 1.35x.  
Recourse: Yes.

## Bank 2:

Loan size: 65% LTC/LTV.  
Rate: 8.00%.  
Repayment: 30 years.  
DSCR: 1.35x.  
Recourse: Yes.

## CMBS:

Loan size: 65% LTC/LTV.  
Rate: treasuries +/- 2.40%.  
Repayment: I/O or amortizing.  
Recourse: None.



# Financing Examples

## Bank 1 Financing

IR	7.50%	Cap Rate	11.80%	LTV	\$1,330,000
N	25	Price	\$1,900,000	Down Payment	\$570,000
LTV	70%	NOI	\$224,254	PMT	-\$9,829
CFDS (Monthly)	\$8,859	CoC	18.65%	DSCR	1.90

## Bank 2 Financing

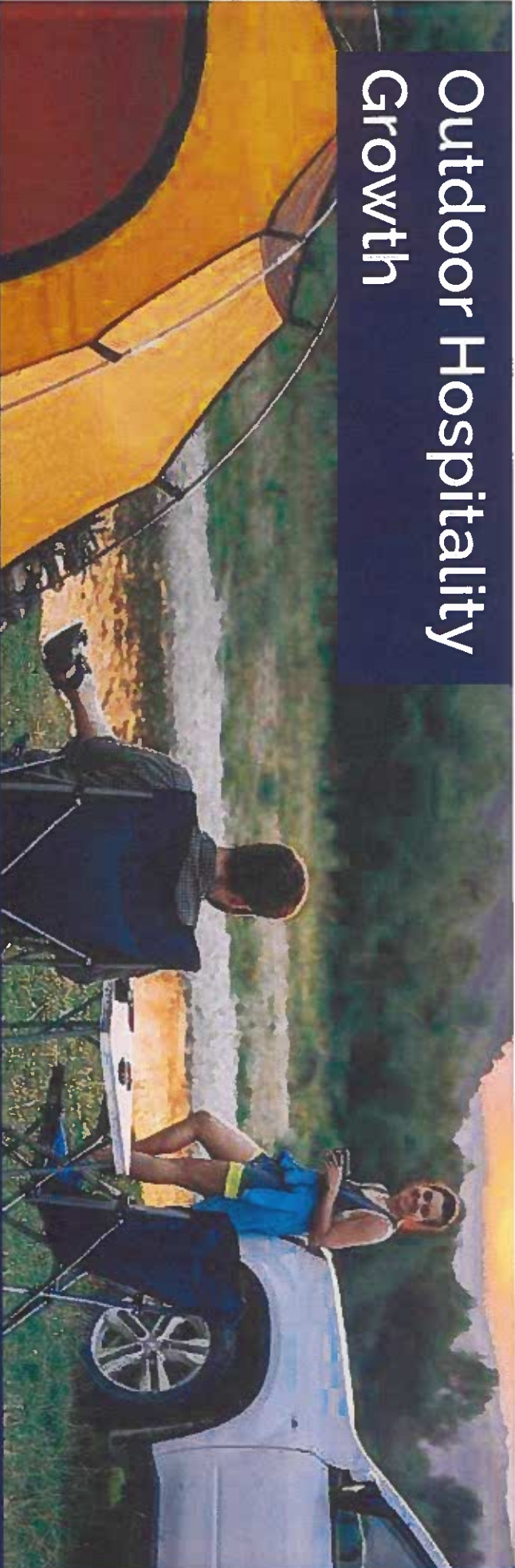
IR	8.00%	Cap Rate	11.80%	LTV	\$1,325,137
N	30	Price	\$1,900,000	Down Payment	\$665,000
LTV	65%	NOI	\$224,254	PMT	-\$9,062
CFDS (Monthly)	\$9,626	CoC	17.37%	DSCR	2.06

## Bank 3 Financing

IR	7.03%	Cap Rate	11.80%	LTV	\$1,235,000
N	30	Price	\$1,900,000	Down Payment	\$665,000
LTV	65%	NOI	\$224,254	PMT	-\$8,241
CFDS (Monthly)	\$10,446	CoC	18.85%	DSCR	2.27



# Outdoor Hospitality Growth



## FORBES: How Glamping Is Reshaping The Future Of The Luxury Travel Industry

### Source

Investment And Expansion: Why Hospitality Leaders Are Taking Notice

The glamping sector is no longer a side venture; it's a major player in the hospitality industry. Investors are directing significant capital into luxury outdoor accommodations as demand continues to grow. With the rise of experiential travel and the shift toward sustainable tourism, high-end outdoor hospitality is becoming an attractive investment.

## Rise of 'Glamping' Among HipCamp's Predictions for 2025

### Source

Hipcamp Prediction: Family glamping bookings will double in 2025.

What: Glamping continues to draw budget-conscious families away from hotels and B&Bs. Amenities and add-ons will become standard for campers as they look for more engaging camp experiences.

Supporting Hipcamp data:

- o Families are the fastest growing segment of the glamping market, with bookings increasing 50% faster than glamping trips without kids.
- o 87% YoY increase in searches for luxury amenities
- o Hammock rentals growing 77% YoY
- o Sauna experiences are growing 71% YoY

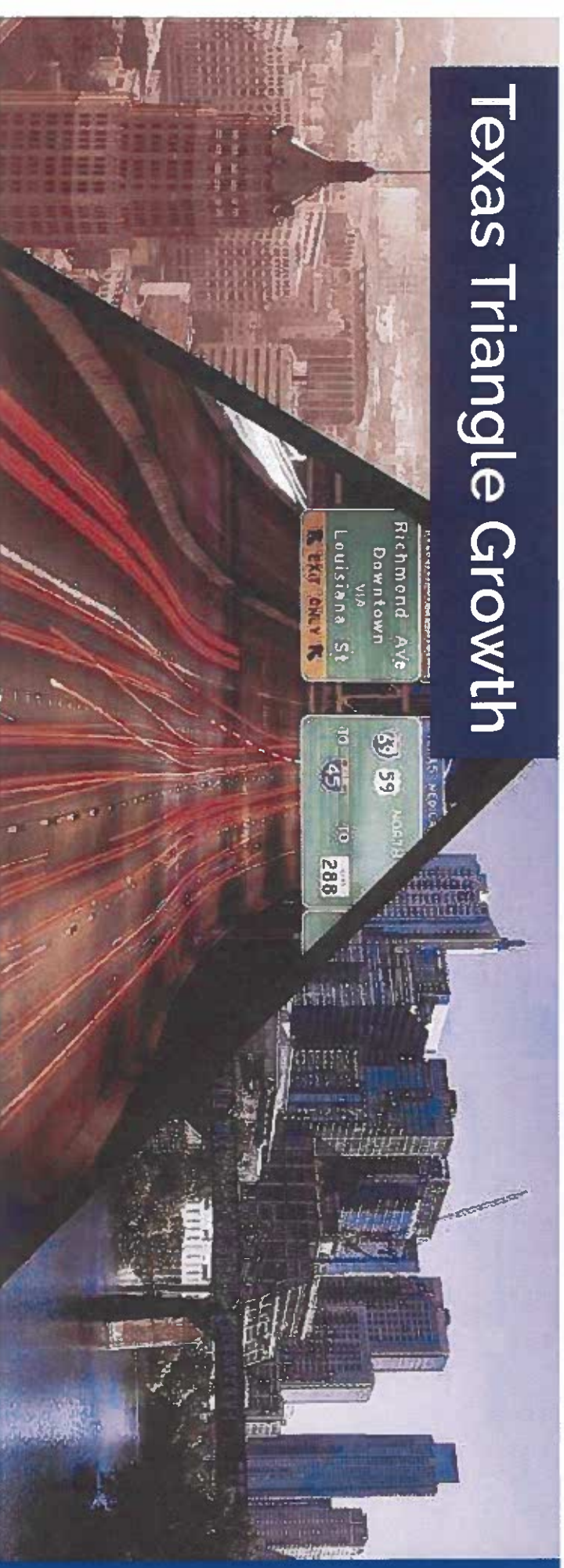
## Glamping Market Size & Trends

### Source

The global glamping market size was estimated at USD 3.45 billion in 2024 and is expected to grow at a CAGR of 10.3% from 2025 to 2030. This growth is primarily driven by the increasing demand for luxury outdoor experiences that combine the appeal of nature with modern comforts, particularly among millennials and eco-conscious travelers. The rise in disposable income, coupled with the desire for unique travel experiences, has further spurred the market. Additionally, the growing trend of sustainable tourism and the preference for eco-friendly accommodation are pushing both consumers and operators to embrace glamping.



# Texas Triangle Growth



## The Texas Triangle: Projected growth, new businesses & the state's preparations

[Source](#)

**CENTRAL TEXAS (KXXV)** — Texas is growing at a rapid rate, and there are some new numbers that are astonishing.

The Texas Triangle is the largest area of growth in Texas — it already has a population of over 21 million people.

By 2030, the population is expected to grow to over 23 million

## Seguin's Population Surges To New Heights In Latest Census Estimates

[Source](#)

**SEGUIN, Texas** – The latest U.S. Census population estimates, released on May 16, 2024, show a remarkable growth in the City of Seguin, Texas. As of July 1, 2023, Seguin's population is now estimated at 36,013, marking a significant 779% increase from July 1, 2022.

This impressive growth has positioned Seguin among the 25 Fastest-Growing Cities in the United States (on a percentage basis) for communities with populations of 20,000 or more in 2022. Seguin ranks #21 on this list (Source), out of 1,875 communities nationwide, underscoring Seguin's dynamic expansion and appeal.



# Contact



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# NORTH STAR BROKERAGE & ADVISORY

## ABOUT US

Our "North Star" is to provide property owners with the best brokerage and advisory services available in the industry today. We have the tools, expertise and team to help you achieve your goals.

## OFFICE

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## PHONE

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## E-MAIL

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## WEBSITE

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## NORTH STAR

BROKERAGE & ADVISORY



**Information About Brokerage Services**  
Texas law requires all real estate license holders to give the following information about  
brokerage services to prospective buyers, sellers and landlords.



11.2.2015

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents authorized by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES, REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property to be sold or leased, as well as the broker's duties;
- Advise the client of any limitations and powers that may be subject to the client's review;
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or accurately management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent by the owner or the owner's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or the seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of both parties to the transaction. The written agreement must state when will pay the broker and in compliance with or without the broker's solicitation, is an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction;
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - o that the owner will accept a price less than the price stated in a written offer; and
  - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when a buyer or a seller (or a transaction) without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement;
- When and how the broker for services provided to you, when payment will be made and how the payment will be calculated;

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

<b>Mike Smith</b>	<b>0452990</b>	<b>dynamicxasreale@yahoo.com</b>	<b>512-222-6826</b>
License Holder Name or Primary Assumed Business Name	License No	Email	Phone
Employer (Broker or Firm)	License No	Email	Phone
<b>Mike Smith</b>	<b>0452990</b>	<b>dynamicxasreale@yahoo.com</b>	<b>512-222-6826</b>
License Holder Name or Primary Assumed Business Name	License No	Email	Phone
<b>Landan Dory</b>	<b>6933330</b>	<b>landan@nstarba.com</b>	<b>512-222-6826</b>
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Buyer/Tenant/Seller/Landlord Initials:

Date:

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