



# ***PILOT KNOB RV RESORT***

**3707 Highway 80, Winterhaven, CA**

## EXCLUSIVELY LISTED BY



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**PARKBROKERAGE**  
COMMERCIAL REAL ESTATE



SECTION ONE

# *INVESTMENT OVERVIEW*



EXECUTIVE SUMMARY

PROPERTY OVERVIEW

**Park Brokerage and Commercial Real Estate**, in association with **Parasell Inc**, is excited to exclusively offer **Pilot Knob RV Park**, a 269-site RV park located in the Yuma MSA at a significant discount to replacement cost. Pilot Knob currently hosts membership stays at discounted rates, through its affiliation with a large membership network. Following closing, the affiliation will terminate, and the buyer can transition the park to retail-only stay for future reservations, capturing significant upside. Full amenity core was just remodeled and ready for new buyer - pool, spa, clubhouse and restrooms are all updated and in pristine condition

Pilot Knob is just a stone's throw to the Imperial Dunes for outdoor adventures, Algodones for senior healthcare, and Yuma MSA for commercial developments including hospitals, grocery stores, golf, etc.

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OFFERING SUMMARY

**Price** **\$2,690,000**

Street Address: 3707 Highway 80

City, State, Zip: Winterhaven, CA 92283

Total RV Sites 269

Total Tenant Owned Spaces N/A

Total Park Owned Spaces: N/A

Park Model Units: 0

Water/Sewer: Well/Septic

Electric/Gas Master Metered

County: Imperial

Lot Size: ~24 Acres

# PROPERTY SUMMARY



## ADDRESS

3707 Highway 80.  
Winterhaven, CA 92283



## RENTAL RATES

\$520 Avg. Monthly



## LEASE UP OPPORTUNITY



## NET OPERATING INCOME - YEAR 1

\$93,534



## SPACE MIX

269 Sites, 265 FHU  
171 50amp  
94 30amp



## RENT CONTROL

None



## UTILITIES

Well Water  
Septic



## COMMUNITY

All Ages Community



## LOCATION

Imperial County



## LOT SIZE

~24 Acres

# HISTORICAL PERFORMANCE

Period	2023 ACTUAL	2024 ACTUAL	2025 FORECAST	2026 BROKER
Resort Base Rental Income	\$118,582	\$137,369	\$116,189	\$221,999
Annual RV Income	\$908	\$698	\$64	\$67
Seasonal RV Income	\$63,202	\$77,178	\$72,129	\$75,735
Transient - Rolling Stock	\$56,749	\$59,493	\$43,997	\$46,197
Transient - Park Model	-\$2,277	\$0	\$0	\$0
Utility Income	\$0	\$0	\$0	\$65,000
Pass - Throughs	\$0	\$0	\$0	\$0
Other Property Income	\$9,187	\$22,057	\$11,141	\$11,698
Annual Membership Subscriptions	\$66,321	\$97,074	\$149,214	\$0
Membership Sales	\$9,995	\$72,865	\$15,995	\$0
<b>Property Revenue</b>	<b>\$204,085</b>	<b>\$329,365</b>	<b>\$292,539</b>	<b>\$420,696</b>
Home Selling, net	-\$218	-\$218	\$0	\$0
Ancillary Services, net	\$7,100	\$60	\$169	\$0
<b>Total Revenues</b>	<b>\$210,967</b>	<b>\$329,207</b>	<b>\$292,708</b>	<b>\$420,696</b>
Growth	35.5%	56.0%	-11.1%	
Repair & Maintenance	\$43,491	\$29,014	\$23,759	\$24,947
Extraordinary Repair & Maintenance	\$3,905	\$764	\$0	\$0
Property Payroll	\$165,436	\$148,161	\$177,967	\$75,000
Utility Expense	\$84,025	\$100,589	\$121,346	\$127,413
Administrative Expense	\$35,958	\$40,758	\$46,674	\$20,000
Advertising-Promotion	\$11,334	\$13,775	\$13,860	\$14,553
Insurance	\$39,171	\$41,378	\$42,926	\$20,000
Bad Debt Allowance	-\$2,577	-\$186	\$1,609	\$1,689
Other Property Expense	\$8,885	\$7,846	\$8,057	\$8,460
Home Rental Expense	\$0	\$0	\$0	\$0
Real Estate Taxes	\$31,270	\$35,035	\$35,433	\$35,000
Membership Sales & Marketing Exp, Net	\$8,254	\$29,879	\$2,671	\$0
<b>Operating Expenses</b>	<b>\$429,152</b>	<b>\$447,012</b>	<b>\$474,300</b>	<b>\$327,062</b>
<b>Net Operating Income</b>	<b>-\$218,184</b>	<b>-\$117,805</b>	<b>-\$181,592</b>	<b>\$93,634</b>

reflects move to electric long-term utility billing with market pricing

annual memberships will not have to be honored, reflects 2026 transition year.

reflects \$1,563 per unit annual total revenue, extremely conservative for Yuma MSA RV park

## SITE LAYOUT





SECTION TWO

# *PROPERTY INFORMATION*

# LOCATION



## DRIVE TIMES

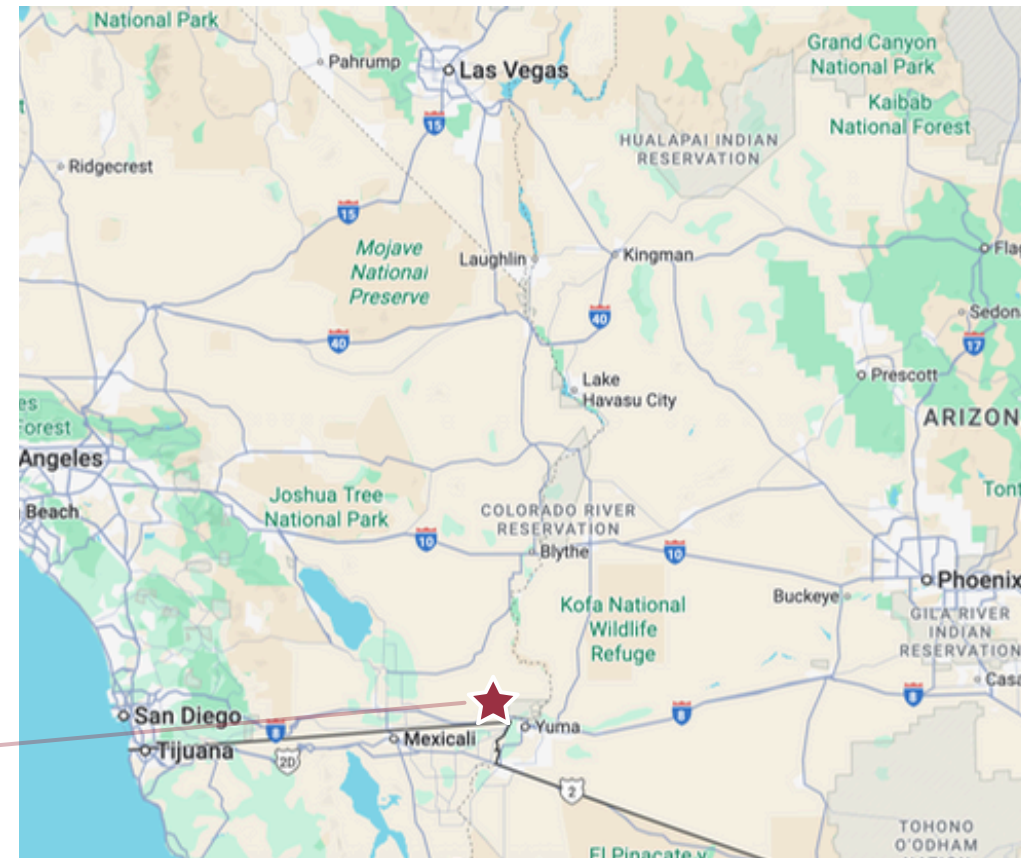
**Yuma:** 22 mins

**San Diego:** 2 hours add 27 mins

**Phoenix:** 2 hours 57 mins

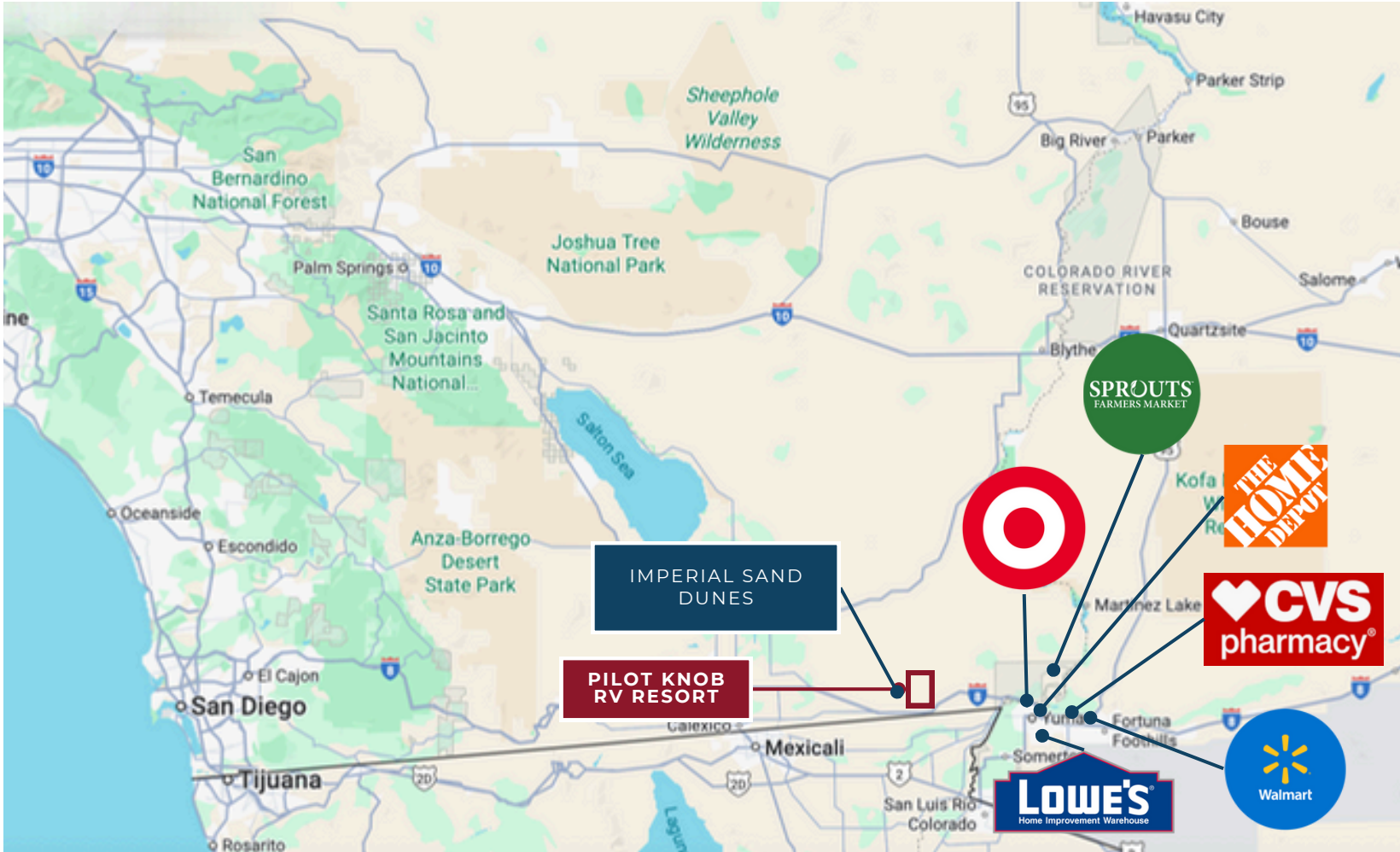
**Tucson:** 3 hours 29 mins

**Los Angeles:** 4 hours 47 mins





## AREA OVERVIEW



RENT COMPARABLES

PARK NAME	ADDRESS	SPACES	MONTHLY RENT	UTILITIES
Pilot Knob RV Resort	3707 Highway 80, Winterhaven, CA 92283	269	\$520	W/S/T, Wifi
Rivers Edge RV Resort	2299 W Winterhaven Dr, Winterhaven, CA 92283	496	\$650	Water, Sewer, WIFI
McCoy Mobile Home / RV Park	640 1st St, Winterhaven, CA 92283		\$450	Water, Sewer, Trash
Gold Rock Ranch Campground	2401 Gold Rock Rd, Winterhaven, CA 92283	97	\$461 - \$478	Water, Sewer, Trash
Sans End RV Park	2209 W Winterhaven Dr, Winterhaven, CA 92283	170	\$385 - \$495	None included in space rent
Sleepy Hollow RV Park	369 Algodones Rd, Winterhaven, CA 92283	348	\$350 - \$450	None included in space rent

SECTION THREE

# *PROPERTY PHOTOS*

## AERIAL PHOTOS





## AERIAL PHOTOS



## AERIAL PHOTOS





## GROUND PHOTOS





## GROUND PHOTOS



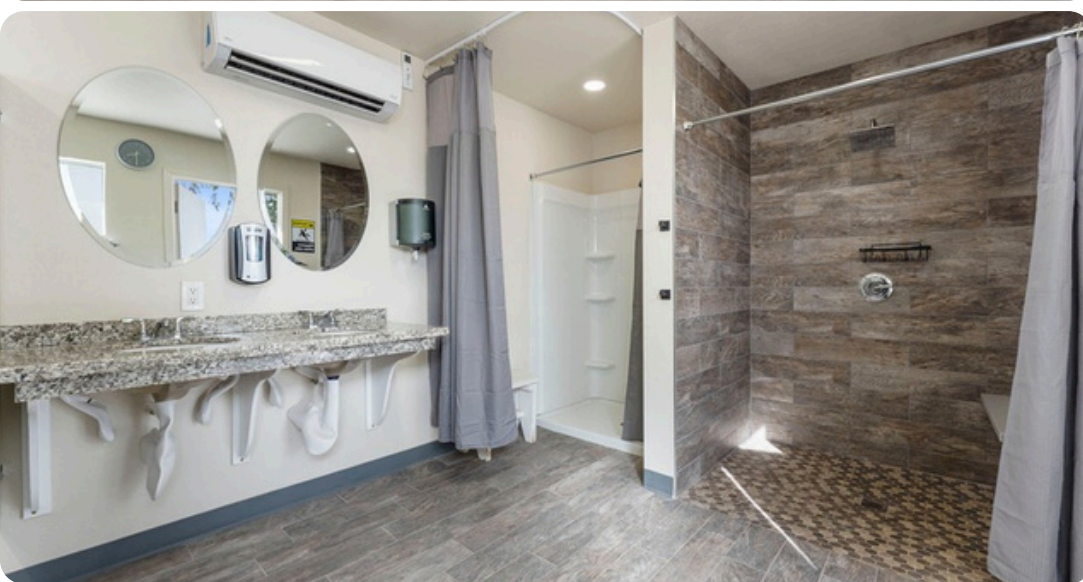


## GROUND PHOTOS





## AMENITIES





## AMENITIES



## DISCLOSURES

Park Brokerage and Commercial Real Estate, LLC, in association with Park Brokerage, Inc., has been engaged as the exclusive listing Broker representative of the Owner for the sale of this property. **No contact shall be made by any prospective purchaser or agents to the Owner, its executives, staff, personnel, tenants, or related parties.**

This Investment Offering Memorandum is a confidential solicitation of interest, and the information provided herein is provided for the sole purpose of considering the purchase of the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property or to terminate discussions with any entity at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Investment Offering Memorandum or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Purchase Agreement on terms acceptable to the Owner. By receipt of this Offering Memorandum, prospective purchaser will be deemed to have acknowledged the foregoing and agrees to release the Owner from any and all liability with respect hereto.

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## OFFER SUBMISSION

Offers should be presented in the form of a non-binding Letter of Intent, spelling out all significant terms and conditions of Purchaser's offer including, but not limited to:

1. Asset Pricing
2. Due Diligence & Closing Timeframe
3. Deal Structure
4. Earnest Money Deposit
5. Details of Debt and Equity Financing

## ASKING PRICE

\$2,690,000

## BROKER OF RECORD

Parasell Inc

California License 02101543



**350+**  
**Communities & Parks Sold**



**\$2 Billion +**  
**in Real Estate Sold**



**40,000+**  
**MHC & RV Investors in Database**



*Thank You For Your Consideration*

**PARKBROKERAGE**  
COMMERCIAL REAL ESTATE

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