

INVESTMENT & FINANCING SUMMARY · CONFIDENTIAL

Sawyer Rapids RV Park

Riverfront RV & Lodging Investment

ELKTON, OREGON · UMPQUA RIVER CORRIDOR

ASKING PRICE

\$1,550,000

Seller Financing Available

T-12 NOI

\$145,114

Apr 2025 - Mar 2026

IN-PLACE CAP RATE

~9.4%

*~11.4%-11.9% Pro-
Forma*

SITE AREA

8.5 Acres

*Direct Umpqua River
Frontage*

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01 · PROPERTY OVERVIEW

Property Overview

SAWYER RAPIDS RV PARK · ELKTON, OREGON

Sawyer Rapids RV Park is a rare riverfront hospitality and lodging asset situated on approximately 8.5 acres along a nationally recognized stretch of the Umpqua River in Elkton, Oregon. The property occupies an irreplaceable position on a reach of the Umpqua widely regarded among anglers as a premier destination for salmon, steelhead, and smallmouth bass fishing, generating destination-driven demand that extends well beyond traditional RV park visitation.

The park operates a highly diversified accommodation and revenue platform including 23 RV sites (with premium river-adjacent inventory), park-owned rental units consisting of three manufactured homes and one tiny home, three Airbnb cabins (all with direct river views, including two uniquely themed cabins completed in 2024), and 11 seasonal campsites including a group site. This configuration supports concurrent long-term, short-term, and seasonal occupancy, providing meaningful revenue diversification and resilience across guest segments.

Property Snapshot

LOCATION	Elkton, Oregon — Umpqua River Corridor
SITE AREA	Approximately 8.5 Acres
RV SITES	23 Sites (including premium river-adjacent sites)
PARK-OWNED RENTAL UNITS	3 Manufactured Homes + 1 Tiny Home
AIRBNB CABINS	3 Cabins (all riverfront; 2 uniquely themed, completed 2024)
SEASONAL CAMPSITES	11 Sites, including a group campsite
INTERNET INFRASTRUCTURE	Park-wide fiber optic internet installed 2024 (Reliance Connects)
ADDITIONAL AMENITIES	Direct river access, public boat ramp, bathhouses, recreational lounge, laundry, ~1,800 SF apartment, shop building
T-12 NOI (APR 2025 – MAR 2026)	\$145,114 · In-place, verified
ASKING PRICE	\$1,550,000
SELLER FINANCING	Available — \$600,000 down, 5.0% interest, 30-yr amortization, 5-yr balloon

Update · April 2026 — Cabin Status

Douglas County has confirmed the Airbnb cabins may remain open and available for booking while the retroactive permitting process proceeds. All three cabins are scheduled to be back online as of April 19, 2026 and will remain open throughout the permitting process. Ownership has initiated the application and intends to submit it with payment the following week.

Financial Summary

T-12 IN-PLACE · 2026 TRANSITIONAL & STABILIZED PRO-FORMA

The following table summarizes in-place trailing 12-month operations alongside the revised 2026 transitional and stabilized pro-forma scenarios. Pro-forma figures are provided for informational purposes only and are not reflected in current in-place performance.

METRIC	T-12 IN-PLACE APR 2025 – MAR 2026	2026 PRO-FORMA TRANSITIONAL	2026 PRO-FORMA STABILIZED
Gross Operating Income	\$231,161	\$274,897	\$282,157
Total Operating Expenses	\$86,047	\$98,209	\$98,209
Net Operating Income (NOI)	\$145,114	\$176,688	\$183,948
Asking Price	\$1,550,000	\$1,550,000	\$1,550,000
Implied Cap Rate	~9.4%	~11.4%	~11.9%

Note on Figures

In-place figures are derived from the trailing 12-month operating statement ending March 2026 (Apr 2025 – Mar 2026). The 2026 pro-forma reflects revised transitional and stabilized scenarios, incorporating a corrected electric utility pass-through of \$18,400 (down from the previously circulated \$33,736), based on 2025 verified actuals of \$17,525.85 billed to residents. The transitional scenario reflects two cabins returning online April 19, 2026; the stabilized scenario reflects all three cabins operating a full year at normalized occupancy. All figures subject to independent verification.

Revenue Streams & Business Model

The park's income profile is notably diversified relative to conventional RV parks, with revenue generated across eight distinct categories. This diversification reduces dependence on any single occupancy segment and creates multiple levers for revenue optimization:

- **RV Sites** — Monthly and nightly rentals across 23 sites including premium river-adjacent inventory; primary income driver.
- **Park-Owned Rental Units** — Three manufactured homes and one tiny home generating consistent long-term occupancy income.
- **Airbnb Cabins** — Three riverfront cabins including two uniquely themed units completed in 2024. All three cabins scheduled back online as of April 19, 2026 and remaining open throughout the retroactive permitting process, which carries structural strapping and engineering documentation only (no DEQ, plumbing, or septic implications).
- **Seasonal Campsites** — 11 sites including a group campsite serving peak-season recreational demand.
- **Fishing Access Fees & Annual Passes** — Destination-driven recurring revenue tied to the Umpqua River's reputation for salmon, steelhead, and smallmouth bass fishing.
- **Laundry** — On-site coin-operated laundry serving full-time and extended-stay residents.
- **Vending & Commissary** — Ancillary concession revenue from on-site facilities.
- **Storage & Reserved Parking** — Recurring monthly revenue from bay storage (\$300/mo), individual storage units (\$15–\$30/mo), and reserved parking (\$25/mo); T-12 actuals of \$4,500 reflect current occupancy with additional inventory available for lease-up.
- **Electric Utility Pass-Throughs** — Monthly recovery of utility costs billed directly to tenants; 2025 actuals: \$17,525.85 billed across 194 charges.

03 · COMPETITIVE POSITION

Competitive Position

DEFENSIBLE POSITIONING & KEY DIFFERENTIATORS

Sawyer Rapids occupies a defensible market position driven by a combination of irreplaceable physical attributes and infrastructure investments that are difficult to replicate:

ATTRIBUTE	DESCRIPTION
Irreplaceable Riverfront	Direct frontage on a premier reach of the Umpqua River with a public boat ramp and fishing access. Riverfront hospitality real estate of this nature is extremely limited in supply in the region and cannot be replicated through new construction.
Destination Fishing Demand	The Umpqua River is nationally recognized for salmon, steelhead, and smallmouth bass. This generates repeat, purpose-driven visitation that is largely recession-resistant and not dependent on general tourism marketing.
Fiber Optic Internet (2024)	Park-wide fiber optic internet (Reliance Connects, 2024) serves the entire property. This infrastructure investment directly enhances extended-stay demand, work-from-anywhere guest appeal, and competitive positioning relative to comparable properties in the market.
Short-Term Rental Inventory	Three riverfront Airbnb cabins including two uniquely themed units (2024) represent the newest and highest-revenue-per-site inventory on the property, with additional build-out materials included for further bathhouse expansion. All three cabins are scheduled back online April 19, 2026 and remain open throughout permitting; corrective work is structural only with no DEQ, plumbing, or septic implications.

Value-Add & Upside Potential

The in-place NOI reflects current owner-managed operations with limited professional optimization. Prospective buyers should consider the following identified upside opportunities, which are not reflected in current financials:

- **Rate Optimization** — RV site and cabin rates have room for increases consistent with comparable riverfront and destination properties in the Pacific Northwest.
- **STR Platform Stabilization** — The Airbnb cabin portfolio is in early stages of stabilization. Sellers acknowledge that online presence, listing optimization, and dynamic pricing are underdeveloped; improved marketing and photography can materially increase per-night revenue and occupancy beyond current pro-forma projections.
- **Full Cabin Revenue Activation** — All three cabins are scheduled back online April 19, 2026 and remain open throughout the retroactive permitting process. This materially advances the stabilized pro-forma and accelerates 2026 projections.
- **Manager-Occupied MH-1 Conversion** — MH-1 is currently occupied by the manager-owner as non-cash compensation. A buyer hiring third-party management could convert MH-1 to market-rate cash rent (~\$1,000/month), partially offset by market-rate management cost.
- **Apartment Conversion** — An approximately 1,800-square-foot on-site apartment with completed bathroom buildout (2024) presents value-add potential through renovation and re-tenanting at market rates.
- **Utility Collection & Common-Area Allocation** — 2025 electric pass-through: \$17,525.85 billed, \$14,875.45 collected. The ~15% gap represents potential recovery through improved collection practices and review of common-area electric usage.
- **Operational Professionalization** — Current owner-managed structure offers margin improvement opportunity through systematic management practices, reservation technology, expense controls, and vendor optimization.
- **Ancillary Revenue Expansion** — Fishing guiding partnerships, event hosting at the group site, expanded vending, bait and tackle, and organized seasonal fishing programs represent incremental revenue opportunities.
- **Extended-Stay & Remote Worker Positioning** — Fiber optic internet and riverfront access position the park to capture growing remote worker and digital nomad demand segments.

Acquisition & Financing

SELLER FINANCING AVAILABLE · TERMS SUMMARY

ASKING PRICE

\$1,550,000

~9.4% in-place cap rate

MINIMUM DOWN

\$600,000

38.7% of purchase price

SELLER-CARRIED

\$950,000

At 5.0% fixed · 30-yr am · 5-yr balloon

The following points are provided as context for prospective buyers and lenders evaluating this opportunity:

- **Asking Price** — \$1,550,000, implying a ~9.4% in-place cap rate on verified T-12 NOI of \$145,114.
- **Seller Financing Available** — The sellers are offering seller financing on the following terms: minimum \$600,000 down payment; \$950,000 seller-carried balance; 5.0% fixed interest rate; 30-year amortization; 5-year balloon. Monthly debt service on the carried balance is approximately \$5,099 (~\$61,190 annually). At T-12 NOI, this implies DSCR of ~2.37× with residual cash flow of ~\$83,924. Sellers are open to offers within this general framework.
- **Cabin Permitting Status** — Douglas County has confirmed that all three Airbnb cabins may remain open and available for booking throughout the retroactive permitting process. All three cabins are scheduled to be back online as of April 19, 2026. The corrective work is structural only (minor strapping and engineering documentation) with no DEQ, plumbing, or septic implications. Ownership has initiated the application and intends to submit it with payment the following week. Buyers should independently confirm the status and timing of formal permit resolution with Douglas County.
- **Pro-Forma Revision Note** — The 2026 pro-forma has been revised to correct the electric utility pass-through line from the previously circulated figure of \$33,736 to \$18,400, based on 2025 verified actuals. Buyers and lenders should use the revised pro-forma for underwriting purposes.
- **Due Diligence** — Financial statements are based on T-12 operating data. Buyers and lenders are advised to independently verify all income and expense figures through review of tax returns, bank statements, reservation management system data, and utility billing detail.
- **Environmental & Physical** — Direct river frontage requires review of applicable waterway, flood zone, and permitting considerations as part of standard due diligence. A DEQ permit history and county authorization summary is available upon request.
- **Management Transition** — The on-site manager (co-owner) has expressed willingness to remain post-closing to assist with operations in whatever capacity suits new ownership, providing a meaningful continuity advantage.

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Disclaimer. This Investment Summary has been prepared for informational purposes only and is intended for distribution to qualified prospective purchasers and lenders. All financial information, projections, and pro-forma figures are based on information provided by the seller and have not been independently verified. The 2026 pro-forma has been revised from prior circulations to correct the electric utility pass-through line; buyers should confirm they are referencing the April 2026 revised version. Pro-forma figures are illustrative only and are not a guarantee of future performance. Prospective purchasers and lenders are encouraged to conduct their own independent due diligence and consult with appropriate legal, financial, and technical advisors prior to making any investment or financing decision. This document does not constitute an offer to sell or a solicitation of an offer to buy.