

# Whispering Pines RV & Lodging

13099 US HWY 259 S, Mount Enterprise TX 75681

OFFERING MEMORANDUM

RV Spaces, Cabins and Commissary Kitchen

IREINVESTMENT

# Whispering Pines RV & Lodging

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01

Executive Summary

Investment Summary

## OFFERING SUMMARY

ADDRESS	13099 US HWY 259 S Mount Enterprise TX 75681
COUNTY	Rusk
LAND ACRES	8.68
NUMBER OF UNITS	48
APN	11659
OWNERSHIP TYPE	Fee Simple

## FINANCIAL SUMMARY

PRICE	\$1,575,000
PRICE PER UNIT	\$32,813
NOI (2025 Projection)	\$142,891
NOI (Pro Forma)	\$176,359
CAP RATE (2025 Projection)	9.07%
CAP RATE (Pro Forma)	11.20%
CASH ON CASH (2025 Projection)	8.64%
CASH ON CASH (Pro Forma)	14.71%
GRM (2025 Projection)	7.61
GRM (Pro Forma)	6.52

## PROPOSED FINANCING

Seller Financing	
LOAN TYPE	Amortized
DOWN PAYMENT	\$551,250
LOAN AMOUNT	\$1,023,750
INTEREST RATE	7.00%
LOAN TERMS	5
ANNUAL DEBT SERVICE	\$95,245
LOAN TO VALUE	65%
AMORTIZATION PERIOD	20 Years

## DEMOGRAPHICS

	5 MILE	10 MILE	30 MILE
2025 Population	2,077	5,854	147,291
2025 Median HH Income	\$62,654	\$69,624	\$59,839
2025 Average HH Income	\$81,401	\$91,281	\$85,567



## Property Details

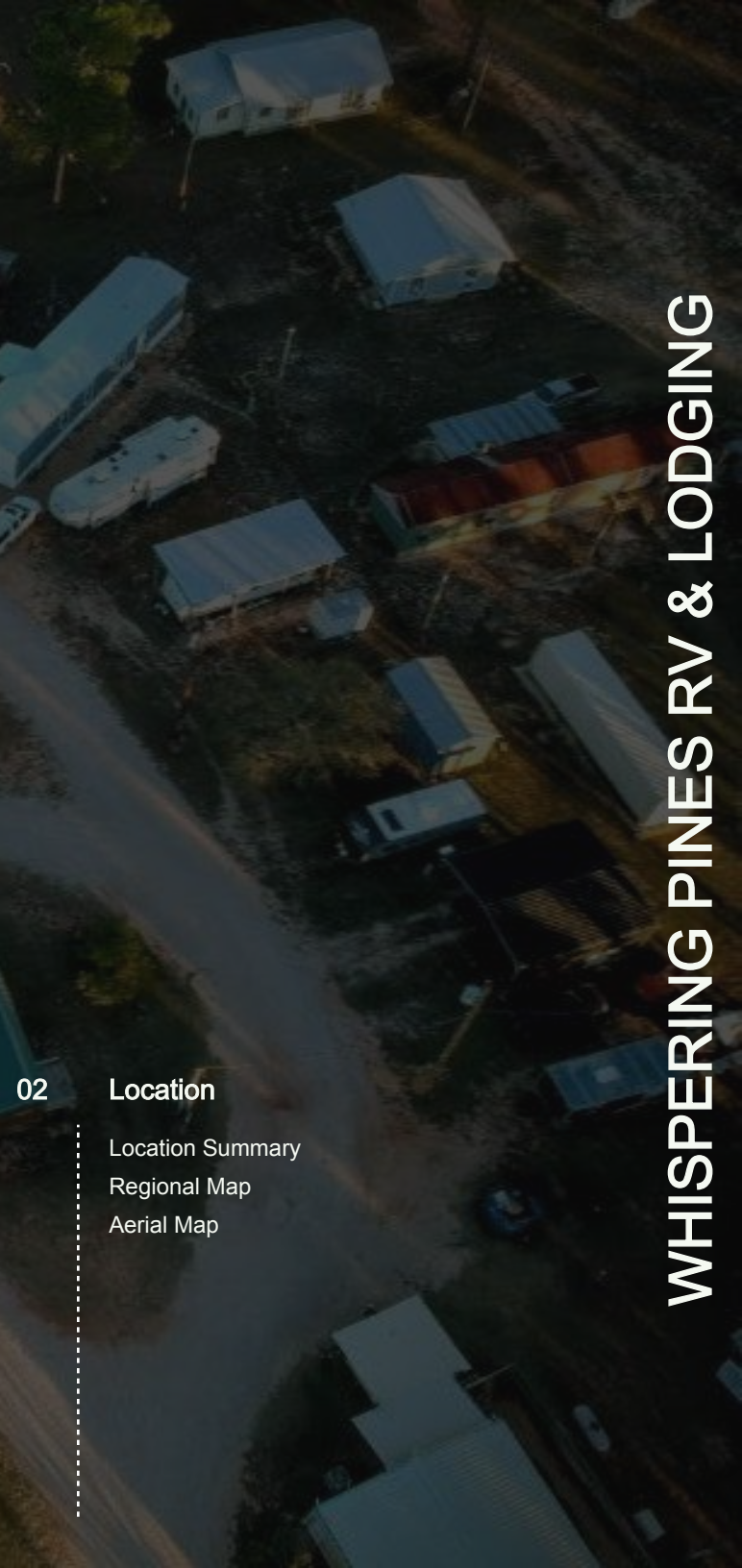
- RV Sites:  
31 RV Sites with 30/50amp service (some with 110V)
- 5 Cabins:  
3- Efficiencies  
2- 1 bed/1 bath
- 3 Duplexes (6 rentable units):  
1- 4 bed/1 bath and 1- Efficiency (Old Store)  
1- 1 bed/1 bath and 1- Efficiency (MH, conveys with sale)  
1- 1 bed/1 bath and 1- Efficiency (Cabin)
- 2 Stick-Built/Old Farm Homes (built before 1978):  
1- 2 bed/1 bath  
1- 2 bed/2 bath/bonus room
- 1 TOH/Mobile Home (MH does not convey with sale)
- 1 Large Fenced Lot with TOH/16'x40' building (building does not convey with sale)
- 2 Rentable 10' x 10' storage units
- Utilities included in rents: Electricity, Water, Sewer, Trash, Wi-Fi (unless otherwise specified in the rent roll)
- Commissary Kitchen: Provides additional income from food trucks, catering, small businesses, residents and guests
- \*Seller Financing Available\*
- \*Please note: Site visits are strictly by appointment only\*

## Additional Information

- Onsite free laundry and showers  
Approximately 300ft of highway frontage  
A Conex container  
Current owners keep rents low to satisfy long-term residents  
Current owners leave several spaces open for work crews in the area  
The park maintains full occupancy with FaceBook and website marketing only  
January 2026 - 2 septic pumps replaced along with all the sprinkler heads and one new septic pump added.

\*Items not conveying with sale: 2 Storage units (14'x24' and 12'x12'), a generator, Clayton MH, and an Atlas storm shelter (4.5x8.5')





02

Location

- Location Summary
- Regional Map
- Aerial Map

## Location Highlights

- Living in Mount Enterprise, TX is an enjoyable experience. It's a small, rural town with a population of just under 500 people, making it a great place to get away from the hustle and bustle of city life. The town offers plenty of outdoor activities such as hiking, biking, and fishing, as well as being close to nearby lakes for swimming and boating. The cost of living is also quite low in this area allowing for more affordable housing and other necessities for those looking for a more relaxed lifestyle. The local community is friendly and there are plenty of community events to take part in throughout the year. Overall, living in Mount Enterprise is an enjoyable experience that many flock to due to its serene atmosphere. Moderate-size metro area set in the rolling hills and woodlands of Texas. Primary industries include manufacturing and energy. - Located in east Texas, 130 miles east of Dallas and 60 miles west of Shreveport, Louisiana.

## Longview, TX Metro Area

- Population: 285,741  
Median home price: \$190,700

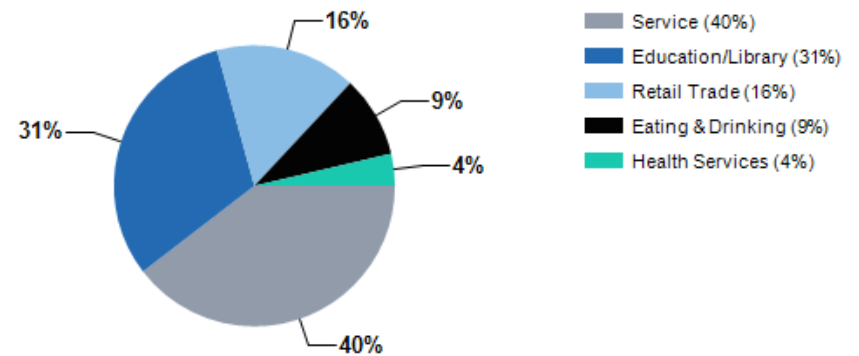
## Area Attractions

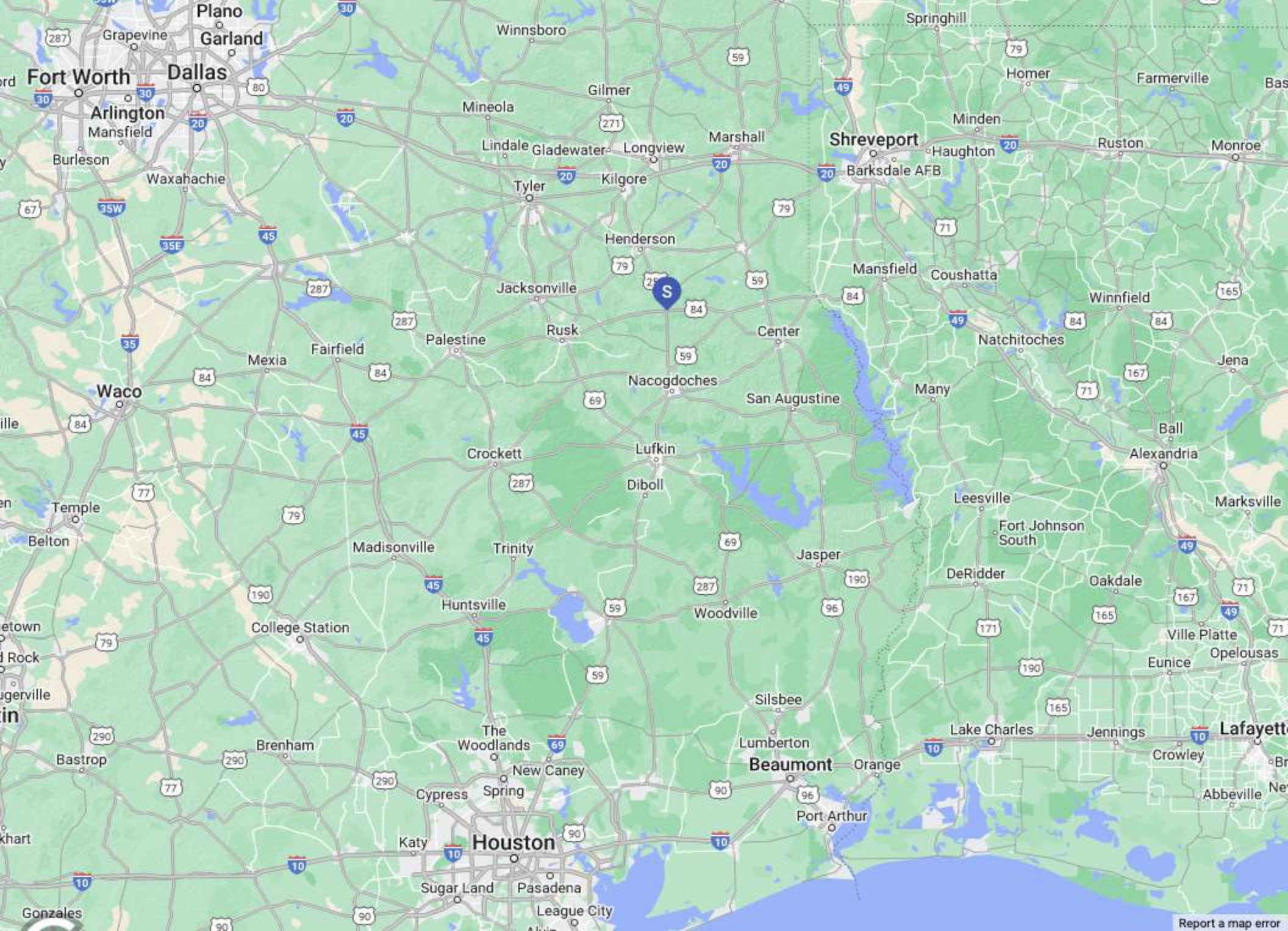
- Ellen Trout Zoo  
Cherokee Trace Drive-Thru Safari  
Martin Creek Lake State Park  
Texas Blueberry Festival  
Captain Ron's Swamp Tours  
Texas State Railroad Rusk Depot  
Footprints in the Sand Monument

## Nearest Airports

- 30 miles to: Henderson, TX (Rusk County Airport - RFI/KRFI)
- 36 miles to: Longview, TX (GGG / KGGG) East Texas Regional Airport
- 61 miles to: Tyler, TX (TYR / KTYR) Tyler Pounds Regional Airport
- 70 miles to: Shreveport, LA (SHV / KSHV) Shreveport Regional Airport
- 153 miles to: Dallas, TX (DFW) Dallas Fort Worth International Airport

## Major Industries by Employee Count









03

Property Description

Property Features

Parcel Map

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## PROPERTY FEATURES

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NUMBER OF UNITS	48
LAND ACRES	8.68
# OF PARCELS	1

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## UTILITIES

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WATER	Public
SEWER	Aerobic Septic System

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48069

42560

70792

29282

67017

3721

US 259

2849

11659

0

41206

County Road 317 South

1377



04

Rent Roll

Whispering Pines Rent Roll - OM rent roll

**Whispering Pines Rent Roll**

<b>Site #</b>	<b>Unit Type</b>	<b>Count</b>	<b>Rent per site (\$/month)</b>	<b>100% Occupied</b>
3-7,10,14-16,18,19,21,24,26,30-35	RV Site	20	\$400	\$8,000
29	RV Site	1	\$425	\$425
8,9,28	RV Site	3	\$375	\$1,125
17	RV Site	1	\$350	\$350
12	RV Site w/canopy	1	\$425	\$425
11,30	RV Sites w/canopy	2	\$450	\$900
20	RV Site w/canopy	1	\$360	\$360
13	RV Rental w/canopy	1	\$500	\$500
* 22	TOH/MH	1	\$350	\$350
* 39	TOH/MH	1	\$350	\$350
2	Cabin eff	1	\$550	\$550
23	Cabin eff	1	\$600	\$600
25	Cabin eff	1	\$750	\$750
27	Cabin 1/1	1	\$650	\$650
1	Cabin 1/1	1	\$800	\$800
36B	Duplex eff (Cabin)	1	\$650	\$650
36A	Duplex 1/1 (Cabin)	1	\$600	\$600
main	Duplex 4/1 (owner occupied)	1	\$ -	\$1,500
main	Duplex Eff apartment	1	\$700	\$700
H3A	Duplex MH 1/1	1	\$650	\$650
H3B	Duplex MH 1/1 (small)	1	\$575	\$575
* H2	Stick Built 2/1	1	\$900	\$900
* H1*	Stick Built 2/2 + Bonus Room	1	\$700	\$700
Between lots 19 and 20	Storage units	2	\$35	\$70
37	TOH/Fenced Lot (owner occupied)	1	\$ -	\$500
<b>Total Rentable Units</b>		<b>48</b>		<b>\$23,080</b>

**(total does not include commissary kitchen income)**

\*Indicates tenant pays electric (water, sewer, trash, and wifi are included)

All other units have utilities included in monthly rental amount (electric, water, sewer, trash, and wifi)



05

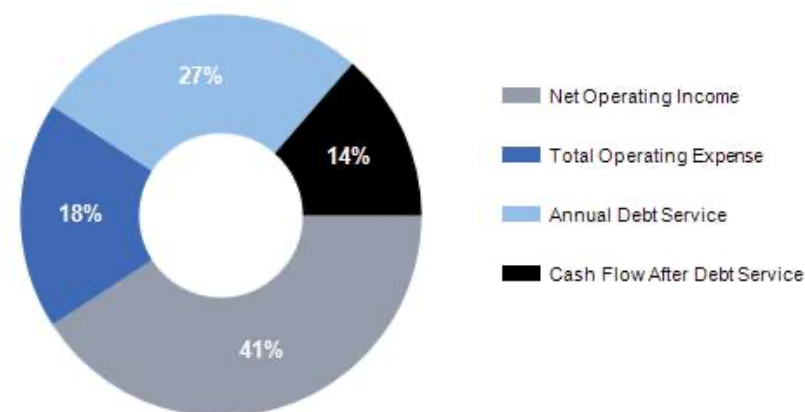
Financial Analysis

- Income & Expense Analysis
- Multi-Year Cash Flow Assumptions
- Cash Flow Analysis

## REVENUE ALLOCATION 2025 PROJECTION

INCOME	2025 PROJECTION		PRO FORMA	
RV Spaces and Lodging	\$199,836	96.5%	\$209,828	86.9%
Commissary	\$7,205	3.5%	\$7,565	3.1%
Owners 4/1 Duplex (\$1500 including electricity)			\$18,000	7.5%
Son's Lot Rent (\$500/mo, electric not included)			\$6,000	2.5%
<b>Effective Gross Income</b>	<b>\$207,041</b>		<b>\$241,393</b>	
Less Expenses	\$64,150	30.98%	\$65,034	26.94%
<b>Net Operating Income</b>	<b>\$142,891</b>		<b>\$176,359</b>	
Annual Debt Service	\$95,245		\$95,245	
<b>Cash flow</b>	<b>\$47,646</b>		<b>\$81,114</b>	
Debt Coverage Ratio	1.50		1.85	

**Income Notes:** Pro Forma figured at 5% increase in income for the first year.  
3% YOY increase in income thereafter.

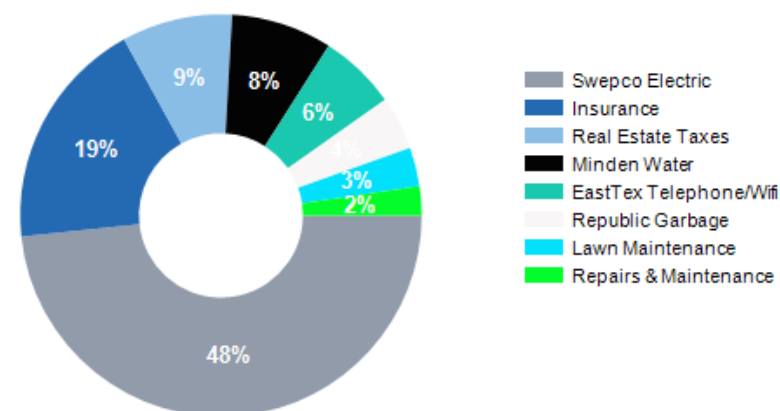


EXPENSES	2025 PROJECTION		PRO FORMA	
		Per Unit		Per Unit
Real Estate Taxes	\$5,719	\$119	\$6,005	\$125
Insurance	\$11,967	\$249	\$12,565	\$262
Repairs & Maintenance	\$1,500	\$31	\$1,500	\$31
Swepeco Electric	\$31,003	\$646	\$31,003	\$646
Minden Water	\$5,211	\$109	\$5,211	\$109
Lawn Maintenance	\$2,000	\$42	\$2,000	\$42
Republic Garbage	\$2,763	\$58	\$2,763	\$58
EastTex Telephone/Wifi	\$3,987	\$83	\$3,987	\$83
<b>Total Operating Expense</b>	<b>\$64,150</b>	<b>\$1,336</b>	<b>\$65,034</b>	<b>\$1,355</b>
Annual Debt Service	\$95,245		\$95,245	
% of EGI	30.98%		26.94%	

**Expense Notes:** Pro Forma figured at 5% increase in expenses for the first year.  
3% YOY increase in expenses thereafter.

Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

## DISTRIBUTION OF EXPENSES 2025 PROJECTION



## GLOBAL

Price **\$1,575,000**

## INCOME - Growth Rates

RV Spaces and Lodging	<b>3.00%</b>
Commissary	<b>3.00%</b>
Owners 4/1 Duplex (\$1500 including electricity)	<b>3.00%</b>
Son's Lot Rent (\$500/mo, electric not included)	<b>3.00%</b>

**Notes** Pro Forma figured at 5% increase in income for the first year.  
3% YOY increase in income thereafter.

## EXPENSES - Growth Rates

Real Estate Taxes	<b>3.00%</b>
Insurance	<b>3.00%</b>
Repairs & Maintenance	<b>3.00%</b>
Swepco Electric	<b>3.00%</b>
Minden Water	<b>3.00%</b>
Lawn Maintenance	<b>3.00%</b>
Republic Garbage	<b>3.00%</b>
EastTex Telephone/Wifi	<b>3.00%</b>

**Notes** Pro Forma figured at 5% increase in expenses for the first year.  
3% YOY increase in expenses thereafter.

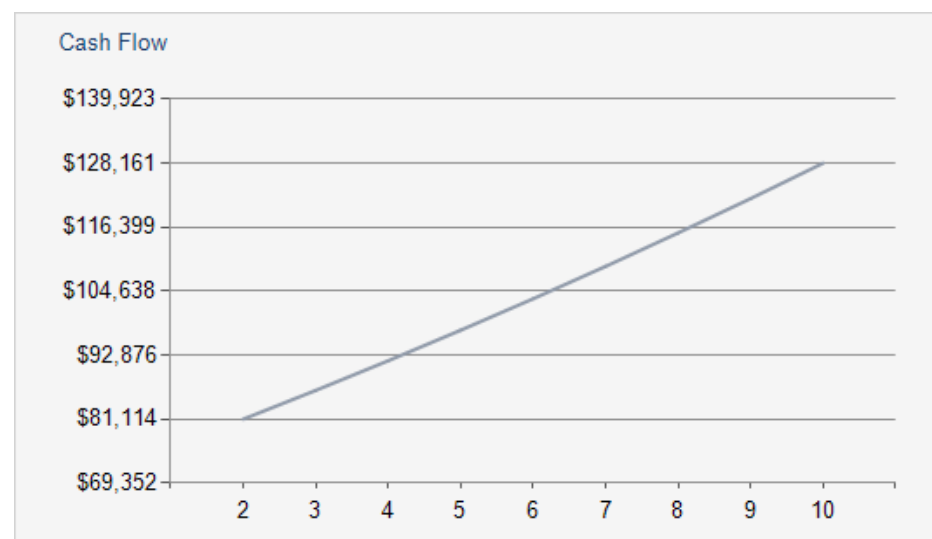
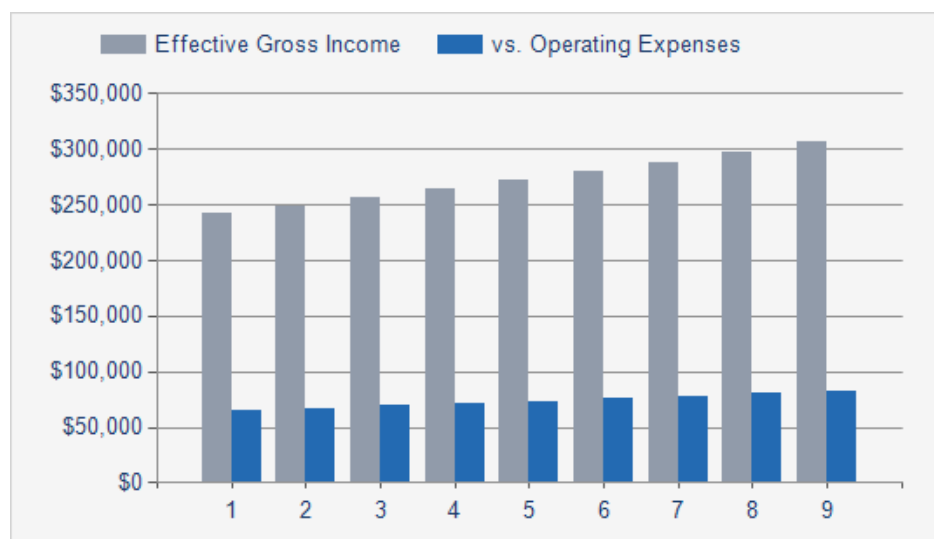
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## PROPOSED FINANCING

Seller Financing	
Loan Type	<b>Amortized</b>
Down Payment	<b>\$551,250</b>
Loan Amount	<b>\$1,023,750</b>
Interest Rate	<b>7.00%</b>
Loan Terms	<b>5</b>
Annual Debt Service	<b>\$95,245</b>
Loan to Value	<b>65%</b>
Amortization Period	<b>20 Years</b>



Calendar Year	2025 Projection	Pro Forma	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Gross Revenue</b>										
RV Spaces and Lodging	\$199,836	\$209,828	\$216,123	\$222,607	\$229,285	\$236,163	\$243,248	\$250,546	\$258,062	\$265,804
Commissary	\$7,205	\$7,565	\$7,792	\$8,026	\$8,266	\$8,514	\$8,770	\$9,033	\$9,304	\$9,583
Owners 4/1 Duplex (\$1500 including electricity)		\$18,000	\$18,540	\$19,096	\$19,669	\$20,259	\$20,867	\$21,493	\$22,138	\$22,802
Son's Lot Rent (\$500/mo, electric not included)		\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379	\$7,601
<b>Effective Gross Income</b>	<b>\$207,041</b>	<b>\$241,393</b>	<b>\$248,635</b>	<b>\$256,094</b>	<b>\$263,777</b>	<b>\$271,690</b>	<b>\$279,841</b>	<b>\$288,236</b>	<b>\$296,883</b>	<b>\$305,789</b>
<b>Operating Expenses</b>										
Real Estate Taxes	\$5,719	\$6,005	\$6,185	\$6,371	\$6,562	\$6,759	\$6,961	\$7,170	\$7,385	\$7,607
Insurance	\$11,967	\$12,565	\$12,942	\$13,330	\$13,730	\$14,142	\$14,566	\$15,003	\$15,453	\$15,917
Repairs & Maintenance	\$1,500	\$1,500	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739	\$1,791	\$1,845	\$1,900
Swepeco Electric	\$31,003	\$31,003	\$31,933	\$32,891	\$33,878	\$34,894	\$35,941	\$37,019	\$38,130	\$39,274
Minden Water	\$5,211	\$5,211	\$5,367	\$5,528	\$5,694	\$5,865	\$6,041	\$6,222	\$6,409	\$6,601
Lawn Maintenance	\$2,000	\$2,000	\$2,060	\$2,122	\$2,185	\$2,251	\$2,319	\$2,388	\$2,460	\$2,534
Republic Garbage	\$2,763	\$2,763	\$2,846	\$2,931	\$3,019	\$3,110	\$3,203	\$3,299	\$3,398	\$3,500
EastTex Telephone/Wifi	\$3,987	\$3,987	\$4,107	\$4,230	\$4,357	\$4,487	\$4,622	\$4,761	\$4,904	\$5,051
<b>Total Operating Expense</b>	<b>\$64,150</b>	<b>\$65,034</b>	<b>\$66,985</b>	<b>\$68,995</b>	<b>\$71,064</b>	<b>\$73,196</b>	<b>\$75,392</b>	<b>\$77,654</b>	<b>\$79,984</b>	<b>\$82,383</b>
<b>Net Operating Income</b>	<b>\$142,891</b>	<b>\$176,359</b>	<b>\$181,650</b>	<b>\$187,099</b>	<b>\$192,712</b>	<b>\$198,494</b>	<b>\$204,448</b>	<b>\$210,582</b>	<b>\$216,899</b>	<b>\$223,406</b>
Annual Debt Service	\$95,245	\$95,245	\$95,245	\$95,245	\$95,245	\$95,245	\$95,245	\$95,245	\$95,245	\$95,245
<b>Cash Flow</b>	<b>\$47,646</b>	<b>\$81,114</b>	<b>\$86,405</b>	<b>\$91,854</b>	<b>\$97,467</b>	<b>\$103,248</b>	<b>\$109,203</b>	<b>\$115,337</b>	<b>\$121,654</b>	<b>\$128,161</b>





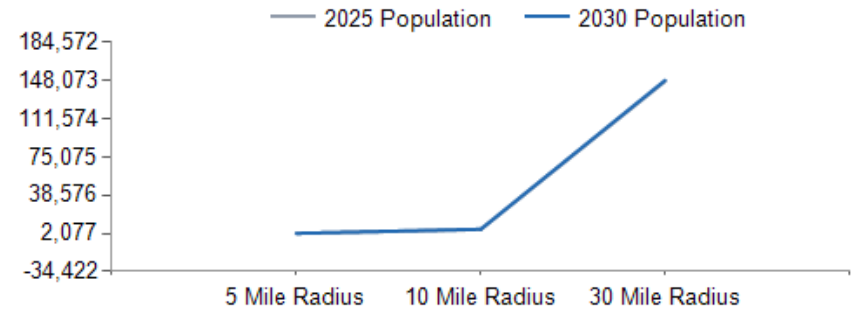
06

Demographics

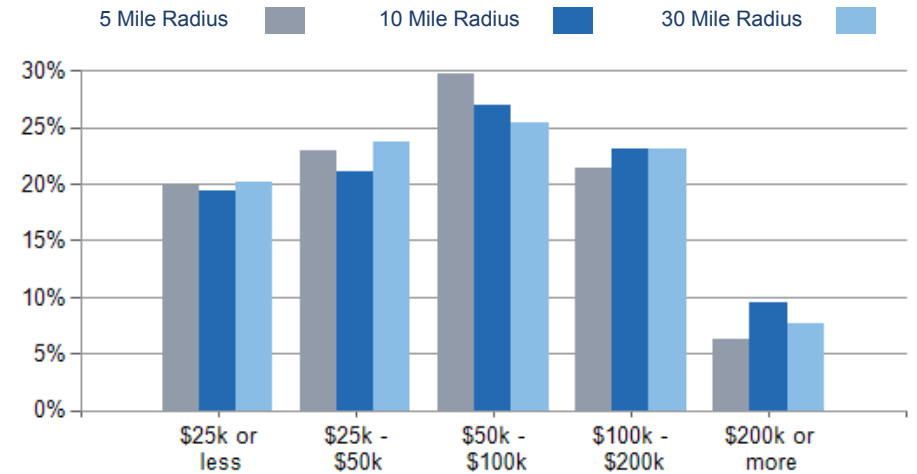
General Demographics

POPULATION	5 MILE	10 MILE	30 MILE
2000 Population	2,049	5,607	136,913
2010 Population	2,119	5,637	149,391
2025 Population	2,077	5,854	147,291
2030 Population	2,158	6,034	148,073
2025 African American	399	881	23,453
2025 American Indian	20	48	1,059
2025 Asian	4	22	1,265
2025 Hispanic	188	517	30,325
2025 Other Race	90	238	15,408
2025 White	1,453	4,317	92,939
2025 Multiracial	111	344	13,091
2025-2030: Population: Growth Rate	3.85%	3.05%	0.55%

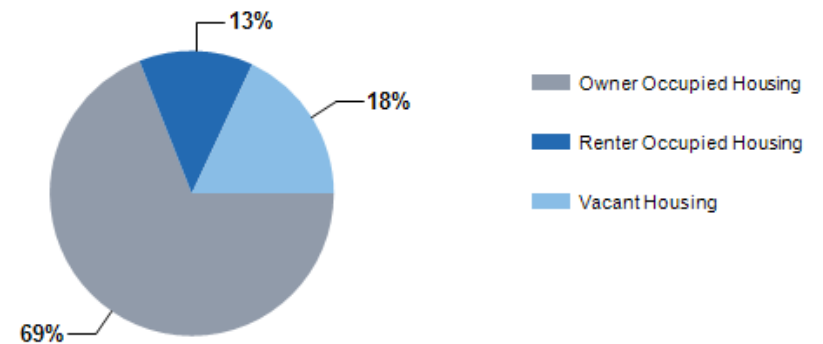
2025 HOUSEHOLD INCOME	5 MILE	10 MILE	30 MILE
less than \$15,000	116	296	6,041
\$15,000-\$24,999	52	180	5,147
\$25,000-\$34,999	60	147	4,926
\$35,000-\$49,999	135	369	8,186
\$50,000-\$74,999	112	287	7,465
\$75,000-\$99,999	140	375	6,614
\$100,000-\$149,999	133	434	9,804
\$150,000-\$199,999	48	134	2,945
\$200,000 or greater	53	233	4,221
Median HH Income	\$62,654	\$69,624	\$59,839
Average HH Income	\$81,401	\$91,281	\$85,567



### 2025 Household Income



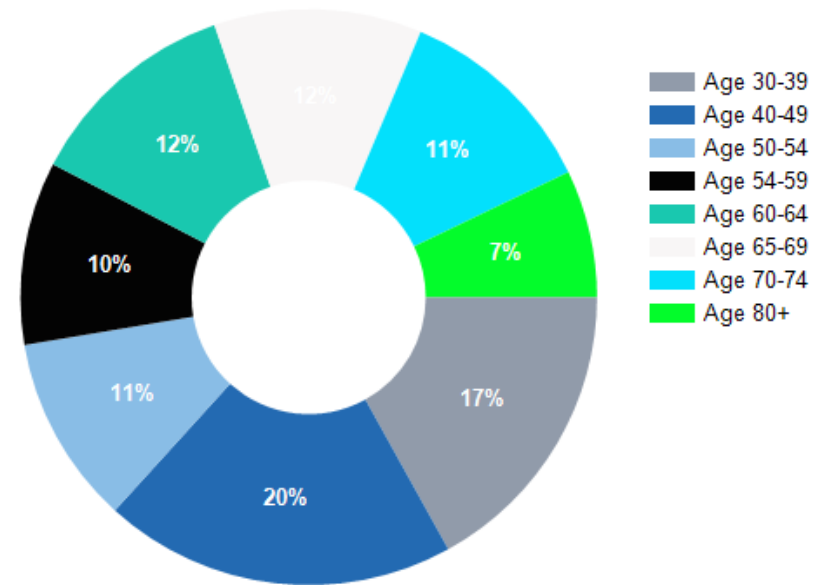
### 2025 Own vs. Rent - 5 Mile Radius



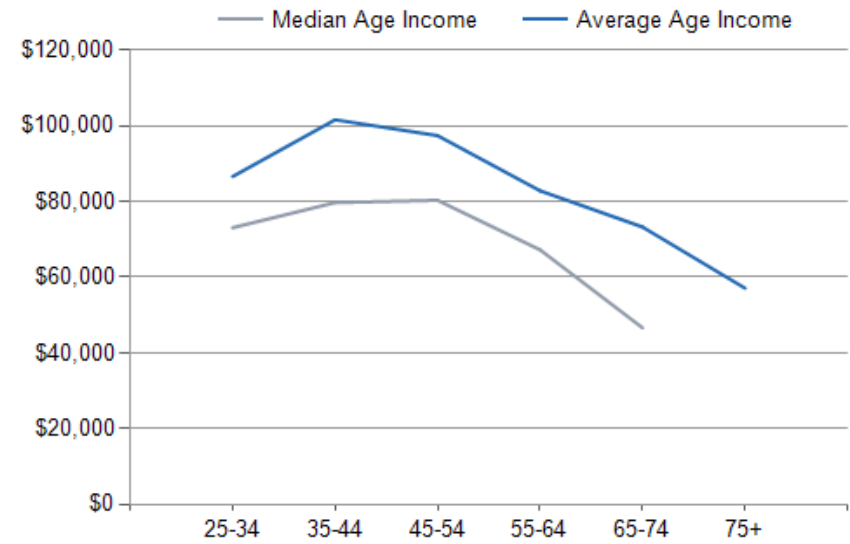
Source: esri

2025 POPULATION BY AGE	5 MILE	10 MILE	30 MILE
2025 Population Age 30-34	112	309	9,096
2025 Population Age 35-39	99	307	8,971
2025 Population Age 40-44	128	357	8,992
2025 Population Age 45-49	118	339	8,520
2025 Population Age 50-54	132	380	8,130
2025 Population Age 55-59	128	357	7,991
2025 Population Age 60-64	150	456	8,769
2025 Population Age 65-69	145	430	8,533
2025 Population Age 70-74	143	390	7,386
2025 Population Age 75-79	89	267	5,324
2025 Population Age 80-84	51	164	3,406
2025 Population Age 85+	45	117	2,710
2025 Population Age 18+	1,628	4,659	115,914
2025 Median Age	44	45	38
2030 Median Age	44	45	39

Population By Age



2025 INCOME BY AGE	5 MILE	10 MILE	30 MILE
Median Household Income 25-34	\$73,067	\$76,913	\$63,192
Average Household Income 25-34	\$86,586	\$92,802	\$83,481
Median Household Income 35-44	\$79,699	\$94,164	\$81,614
Average Household Income 35-44	\$101,602	\$122,431	\$106,258
Median Household Income 45-54	\$80,314	\$84,463	\$79,467
Average Household Income 45-54	\$97,411	\$106,288	\$101,911
Median Household Income 55-64	\$67,233	\$75,224	\$69,220
Average Household Income 55-64	\$82,842	\$93,863	\$93,874
Median Household Income 65-74	\$46,606	\$53,734	\$51,534
Average Household Income 65-74	\$73,253	\$80,919	\$78,302
Average Household Income 75+	\$57,085	\$63,993	\$63,856



# Whispering Pines RV & Lodging

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The information contained herein is not a substitute for a thorough due diligence investigation. IRE Investment has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property.

The information contained in this offering memorandum has been obtained from sources we believe reliable; however, IRE Investment has not verified, and will not verify, any of the information contained herein, nor has IRE Investment conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

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