

OFFERING MEMORANDUM

WALLOWA RIVER RV PARK

503 WHISKEY ROAD, WALLOWA, OR

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Mathews**

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FINANCIALS

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INVESTMENT *OVERVIEW*

Wallowa River RV Park is a 31-site full-hookup RV park on the eastern edge of Wallowa, Oregon, built in 2003 and held by the same ownership since 2011.

Every site is a pull-through featuring 30/50 amp service, and the property is bordered by the Wallowa River with private river access and fishing from the grounds. Guest sentiment reflects the care that has gone into the operation: over 100 Google reviews averaging 4.8 stars, with clean restrooms and showers, maintained lawns, and the riverfront setting cited repeatedly across a decade of reviews. Reputation of this kind takes years to build and transfers with the property.

The park sits on five acres, three of them developed, with roads in very good condition. It is serviced by public water and sewer, a plus in rural RV communities. Electric service comes from Pacific Power on a master meter. Nightly and weekly rates include water, sewer, electricity, and Wi-Fi. Common facilities include a park

office, restrooms and showers, coin-operated laundry, group fire rings, a dump station, and a riverfront lawn. Ownership replaced the roofs on the barn, office, shop, and laundry building in 2022. The barn at the front entrance contains a one-bedroom apartment leased at \$750 per month, and two sites are leased on a monthly basis during the operating season.

Wallowa is the first town travelers reach on Highway 82 entering the Wallowa Valley, an established camping market anchored by Wallowa Lake State Park, the Eagle Cap Wilderness, and the Wallowa Lake Tramway. The park sits three blocks from the town's grocery, restaurants, and services. The revenue opportunity begins with pricing. The park charges a flat \$50 nightly rate on every date, with reservations taken by phone. Surveyed private parks in the

Wallowa Valley generally rent for \$55 to \$60, and regional rates reach \$65 to \$78 at peak and premium periods. The valley's summer and fall event calendar drives demand during the park's busiest stretch, and the park prices through it at the same rate it charges in April. Adding a reservation platform, seasonal and weekend pricing tiers, and minimum stays on known high-demand dates create opportunities for upside.

The park operates March 1 through December 1, leaving a quarter of the year closed. Winter recreation continues in the county through the Ferguson Ridge ski area outside Joseph, Nordic and backcountry terrain, and the Eagle Cap Extreme sled dog race each January, though the more durable case for extending the season is monthly tenancy. Wallowa

County housing is tight and expensive relative to local wages, with a median home value near \$395,000 against median household income of roughly \$67,000. The park already leases two monthly sites seasonally at \$700 plus electric, so the structure is in place and working.

Fifteen years under one owner have left the park well maintained, highly rated, and positioned for straightforward operational upside. Gross income exceeded \$105,000 in each of the last two years, while online booking, seasonal pricing, expanded monthly occupancy, and potential season extension remain available to the next operator. Seller financing is available on attractive terms.

EXECUTIVE SUMMARY



KIDDER MATHEWS

Investment Highlights

31 full-hookup pull-through sites with up to 30/50 amp service

Built in 2003; same ownership since 2011

Serviced by public water and sewer

Direct Wallowa River frontage with private river access and fishing from the property

Walking distance to groceries, dining, post office, and bank

4.8 star average across more than 100 Google reviews

Flat \$50 nightly rate with utilities included; surveyed private parks rent for \$55 to \$60

Bookings taken by phone, with no reservation software or seasonal pricing in place

Season runs March 1 to December 1, with year-round operation a defined opportunity

Seller carry available: \$200K down, 5% interest-only for five years

\$775K

LISTING PRICE

\$25K

PER SITE

\$200K

DOWN

5%/5YRS

5% INTEREST-ONLY FOR 5 YRS

WHY WE LIKE THIS OPPORTUNITY

A GATEWAY TO THE WALLOWA VALLEY

Set along the banks of the Wallowa River with private river access, the park offers guests a scenic base for exploring one of Eastern Oregon's premier recreation destinations. Downtown Wallowa is an easy walk away for dining, groceries, and everyday services, while Wallowa Lake, the Wallowa Lake Tramway, Eagle Cap Wilderness hiking, boating, fishing, skiing at Ferguson Ridge, and year-round outdoor recreation are all within a short drive. This combination of natural beauty and convenient access helps support consistent seasonal demand and repeat visitation.

A FLAT RATE IN A MARKET THAT PRICES BY THE WEEKEND

Every guest pays the same nightly rate, whether they arrive on a quiet Tuesday in April or the busiest Saturday of the summer. Parks surveyed in the valley rent for \$55 to \$60, and regional rates reach \$65 to \$78 during peak periods. Guest ratings here run ahead of most of the parks the property currently prices below, which is where the rate upside comes from: the product already supports more than it charges. Reservations are still taken over the phone at a single published rate, so capturing that upside starts with a booking platform and seasonal pricing tiers.

A MONTHLY PROGRAM WITH ROOM TO GROW

The park operates March 1 through December 1, with two sites already leased monthly during the operating season. Wallowa County employers have identified housing availability as a barrier to attracting and retaining workers, suggesting potential demand for expanded monthly occupancy. Growing the program could provide steadier shoulder-season income and, subject to winterization and operating due diligence, support occupancy beyond the current season.

PUBLIC UTILITIES AND RECENT CAPITAL WORK

Water and sewer come from the City of Wallowa, which removes the well and septic questions that dominate diligence on many rural RV properties. Roads and drives are gravel and rated in very good condition. Ownership replaced the roofs on the barn, office, shop, and laundry in 2022, covering the buildings a buyer would otherwise inherit as near-term capital.

ATTRACTIVE PRICE PER SITE AND SELLER FINANCING TERMS

Listed at \$25,000 per site, with ownership offering seller carry with \$200,000 down and a five-year interest-only note at 5 percent. Small RV parks are a category banks often price conservatively or decline outright, and seller financing removes that friction while giving a qualified operator time to execute the rate and season improvements before a refinance.

PROPERTY INFORMATION

PROPERTY OVERVIEW

ADDRESS	503 Whiskey Rd, Wallowa, OR
NO. OF SITES	31 pull-through, full hookup sites
TOTAL LAND AREA	5.0 AC
AMENITIES	Laundry, office, and barn
WATER/SEWER	City sewer/city water
ROADS	Gravel

31
NO. OF SITES

5.0 AC
TOTAL LAND AREA



PROPERTY OVERVIEW



A GATEWAY TO THE WALLOWA VALLEY

The town anchors the western end of the Hells Canyon Scenic Byway, the route connecting the Wallowa Mountains to North America's deepest river gorge, and the drive is itself a reason people come. The valley's recreation base is substantial: hundreds of miles of trail in the Eagle Cap Wilderness, fishing on the Wallowa, Minam, Lostine, and Imnaha rivers, boating and swimming at Wallowa Lake, and the Wallowa Lake Tramway, which climbs to the summit of Mt. Howard. Summer is the valley's high season, and a run of established annual events concentrates demand from July through September, with winter recreation and a January event drawing visitors during the months the park now sits closed.

The valley has a long track record as a camping and RV destination, with Wallowa Lake State Park operating 121 full-hookup and 88 tent sites. Private supply is thin, with only a handful of private full-hookup parks in the county, most of them transient-only and several of them seasonal. Demand does not end with the summer season. Winter recreation continues in the surrounding mountains, and housing supply is constrained year-round, with home values running well ahead of local incomes and both state and local housing analyses pointing to a shortage of workforce housing in Wallowa and neighboring Enterprise. The result is a market with a pronounced summer

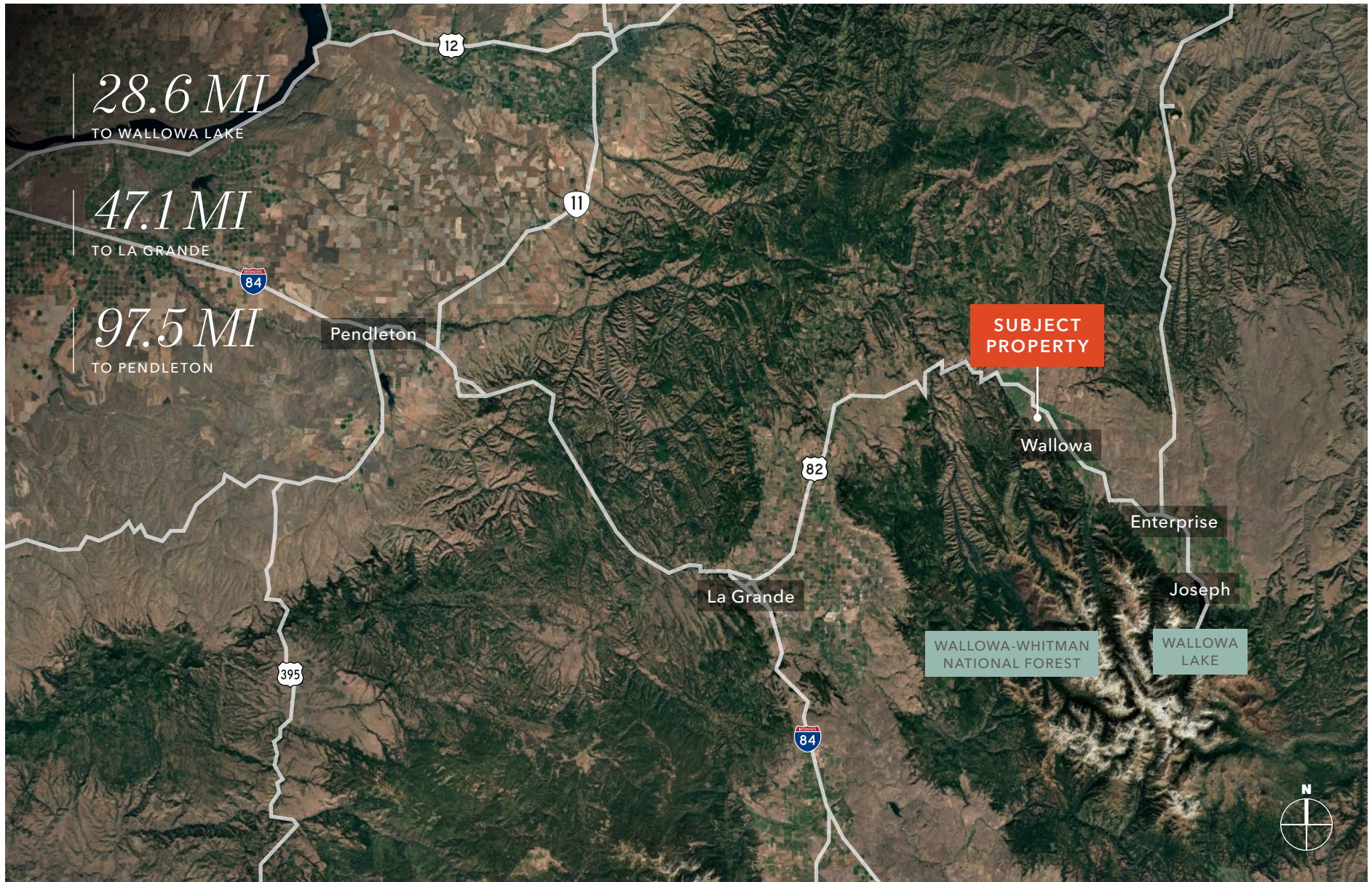
peak and a base of demand that persists through the months when most private parks are closed.

The park borders the Wallowa River, with private river access and fishing from the grounds, so its primary amenity sits on the property itself. Groceries, restaurants, the post office, and the bank are approximately three blocks from the entrance, with Wallowa Food City and a Dollar General covering provisions and Little Bear Drive-In serving casual meals. Lostine is 7 miles away, Enterprise 17 miles, Joseph 25 miles, and the head of Wallowa Lake 30 miles, placing the park within a short drive of the valley's attractions while keeping the nightly rate below the lake-corridor parks. Enterprise adds a Safeway, a hospital, and a wider range of dining. The Nez Perce Wallowa Homeland borders the property directly and hosts year-round cultural programming, including the Tamkaliks Celebration held within walking distance of the sites.

Wallowa County employers have identified housing availability as a barrier to attracting and retaining workers, creating a potential source of demand for expanded monthly occupancy. Two sites are already leased monthly during the operating season. Expanding that program could provide steadier shoulder-season income and, subject to winterization and operating due diligence, support occupancy beyond the current season.



LOCATION OVERVIEW



VALLEY EVENTS & SEASONS

TYPICAL TIMING

EVENT & LOCATION

Mid-July

Tamkaliks Celebration - Nez Perce Wallowa Homeland, adjacent to the property

Late July

Chief Joseph Days - Joseph

Late July-Early August

Wallowa County Fair - Enterprise

Weekend after Labor Day

Hells Canyon Mule Days - Enterprise

Mid-September

Oregon's Alpenfest - Lostline, Enterprise, and Joseph

December-April

Winter Recreation Ferguson Ridge ski area, weekends and holiday Nordic and backcountry terrain throughout the valley; Eagle Cap Extreme Sled Dog Race



HELLS CANYON MULE DAYS



CHIEF JOSEPH DAYS

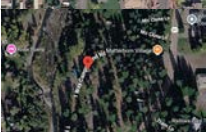


OREGON'S ALPHENFEST

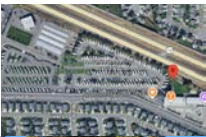
ANNUAL CASH FLOW

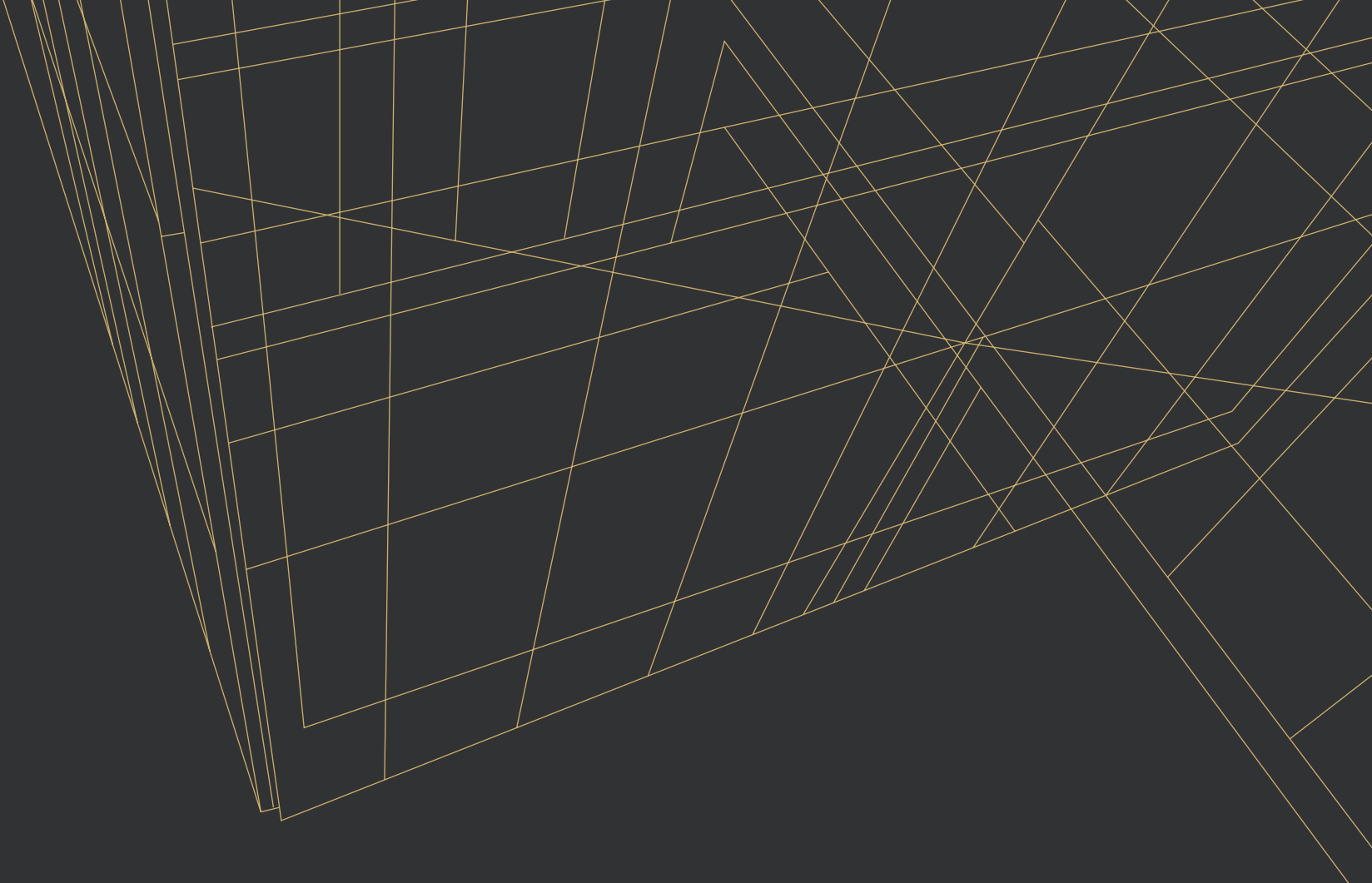
INCOME	2025	Normalized	Year 1	Notes
Gross Income	\$108,064	\$108,064	\$157,564	2025 and Normalized are Actuals, Year 1 adds 5 monthlies at \$700/month year round plus \$125 per month electric billback with dynamic pricing to maintain revenue on remaining transient sites
EXPENSES				
Tax	\$9,020	\$9,020	\$9,291	2025 and Normalized are Actuals, Year 1 is +3% plus 5 monthlies at \$125 per month
Insurance	\$2,965	\$2,965	\$3,054	2025 and Normalized are Actuals, Year 1 is +3%
Utilities				
Electricity	\$10,227	\$10,227	\$18,034	2025 and Normalized are Actuals, Year 1 is +3%
Water / Sewer	\$1,926	\$1,926	\$5,984	Normalized to \$100 per month, Year 1 is +3%
Propane	\$599	\$599	\$617	2025 and Normalized are Actuals, Year 1 is +3%
Garbage	\$1,997	\$1,997	\$2,057	2025 and Normalized are Actuals, Year 1 is +3% plus \$800 per year x 5 monthlies
Ziplay Internet	\$3,292	\$3,292	\$3,391	2025 and Normalized are Actuals, Year 1 is +3%
Phone	\$2,492	\$1,200	\$1,236	2025 and Normalized are Actuals, Year 1 is +3%
Payroll	\$7,500	\$7,500	\$15,000	2025 and Normalized are Actuals, Year 1 is +3%
Maintenance	\$3,865	\$7,750	\$7,750	2025 Actuals, Normalized to \$250 x 31 sites
Landscaping/Flowers	\$2,287	\$2,287	\$2,356	2025 Actuals, Normalized to \$1500 with increase in R&M, Year 1 is +3%
Supplies	\$4,775	\$2,000	\$2,060	2025 and Normalized are Actuals, Year 1 is +3%
Gas / Diesel	\$1,319	\$500	\$515	2025 and Normalized are Actuals including property tax and TOT tax
Advertising	\$4,044	\$4,044	\$4,165	2025 and Normalized are Actuals, Year 1 is +3%
Postage	\$10	\$10	\$11	Historical bonus plus free lot rent, typically \$5k-10k. Year 1 increases to \$15k to stay open year round
Reserves		\$1,550	\$1,550	Bank underwriting guidelines
Total Expenses	\$56,319	\$56,867	\$77,069	
Expense Ratio	52%	53%	49%	
NOI	\$51,745	\$51,196	\$80,494	
Cap Rate	6.7%	6.6%	10.4%	

RENT SURVEY

		Property Name	Sites	Daily Rate	Weekly Rate	Monthly Rate	Distance from Subject
		WALLOWA RIVER RV PARK 503 Whiskey Creek Rd, Wallowa, OR	31 FHU pull-thru	\$50	\$300	\$700 + electric	0
01		LOG HOUSE RV PARK & CAMPGROUND 66258 Enterprise-Lewiston Hwy, Enterprise, OR	25 FHU (10 pull-thru)	\$55	—	—	19 miles
02		MOUNTAIN VIEW MOTEL & RV PARK 83450 Joseph Hwy, Joseph, OR	10-14 W/E sites	\$55 summer; \$65 Chief Joseph Days	—	—	24 miles
03		FIVE PEAKS RV PARK 508 N Mill St, Joseph, OR	11 FHU (big rigs to 45')	\$65	\$420	\$900	26 miles
04		PARK AT THE RIVER 59888 Wallowa Lake Hwy, Joseph, OR	49 FHU + 8 dry river sites + 3 cabins	\$70	\$420	\$1,260	30 miles
05		SCENIC MEADOWS RV & TENT PARK 59781 Wallowa Lake Hwy, Joseph, OR	16-18 RV + tent	\$60	—	—	30 miles
06		GRANDE HOT SPRINGS RV RESORT 65182 Hot Lake Ln, La Grande, OR	100 FHU 90-ft pull-thru + tents	\$69	\$384	—	45 miles
07		LA GRANDE RENDEZVOUS RV RESORT 2632 Bearco Loop, La Grande, OR	98 sites (90 pull-thru, 8 back-in)	\$66-\$478	\$396 / \$468	\$630-\$700	47 miles

SALE COMPARABLES

		Property Name	Sale Date	Sale Price	Number of Units	Price Per Unit	Year Built
01		PASCO TRI-CITIES KOA JOURNEY 8801 Saint Thomas Dr (Part of a 2 Property Sale) Pasco, WA	5/14/2026	\$4,118,336	180	\$22,880	1998
02		WHISPERING PINES RV PARK 51530 Highway 97, La Pine, OR	11/24/2025	\$1,980,000	35	\$56,571	2000
03		VIEWPOINT TRAILER COURT 1358 NE Meadowlark Ln, Madras, OR	10/31/2025	\$650,000	8	\$81,250	2010
04		THE LOOKOUT RV PARK 601 Airport Rd, Pendleton, OR	2/3/2025	\$999,000	28	\$35,679	1996
05		RIVERS EDGE RV PARK 28522 Lower Pleasant Ridge Rd, Wilder, ID	1/31/2025	\$1,100,000	22	\$50,000	2022
06		NEWBERRY RV PARK 52660 S Hwy 97, La Pine, OR	11/15/2024	\$2,225,000	47	\$47,340	2004
07		CREEKSIDE RV PARK & CAMPGROUND 3278 Highway 55, New Meadows, ID	9/6/2024	\$1,750,000	37	\$47,297	1950



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