

The Sawmill Station

21855 ID-75, Clayton, ID 83227



NON-ENDORSEMENT & DISCLAIMER NOTICE

CONFIDENTIALITY & DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap 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, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the 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 Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap 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.

NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

RENT DISCLAIMER

Any rent or income information in this offering memorandum, with the exception of actual, historical rent collections, represent good faith projections of potential future rent only, and Marcus & Millichap makes no representations as to whether such rent may actually be attainable. Local, state, and federal laws regarding restrictions on rent increases may make these projections impossible, and Buyer and its advisors should conduct their own investigation to determine whether such rent increases are legally permitted and reasonably attainable.

Activity ID #ZAG0110056

Marcus & Millichap

OFFICES THROUGHOUT THE U.S. AND CANADA
marcusmillichap.com



BROKER OF RECORD

Lewis, Adam A.

Idaho
(303) 328-2000
License: DB54599

Marcus & Millichap



TABLE OF CONTENTS

SECTION 1 Executive Summary	5
--	---

SECTION 2 Financial Analysis	14
---	----

SECTION 3 Sale Comparables	18
---	----

SECTION 4 Rent Comparables	20
---	----

SECTION 5 Market Overview	26
--	----

SECTION 1

Executive Summary

OFFERING SUMMARY

INVESTMENT HIGHLIGHTS

SITE MAP

GAS STATION & AERIAL PHOTOS

SW & DW TRAILERS

SHOWER HOUSE, RESTROOMS, & LAUNDRY

LOCAL MAP

REGIONAL MAP

Marcus & Millichap

OFFERING SUMMARY



Listing Price
\$2,800,000



Cap Rate
8.32%



of Sites
54

FINANCIAL

Listing Price	\$2,800,000
Down Payment	30% / \$840,000
NOI	\$232,978
Cap Rate	8.32%
Total Return	10.35%
Price/Site	\$51,852

OPERATIONAL

# of Sites	54
Lot Size	7.68 Acres (334,540 SF)
Year Built	2003



THE SAWMILL STATION

21855 ID-75, Clayton, ID 83227

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to exclusively offer for sale the Sawmill Station RV Park and Campground, located in Clayton, Idaho the park sits on 7.68 Acres along Highway 75. Originally constructed in 1980 as a Mobile Home Park for employees of the Clayton Silver Mine, it has operated as a Seasonal RV Park and Campground for outdoor recreational enthusiasts since 2020. Sawmill offers guests a total of 54 well-manicured beautiful sites, with both 30 & 50-amp service. Sawmill is one of the premiere destinations and a mecca of sorts for off-road and outdoor enthusiasts. Offering Polaris RZR side by side rentals to guests to explore the many off roading trails in the Salmon River Mountains and old mining trails. The park is also close to the Salmon River, Boulder White Cloud Mountains and wilderness area, and many other outdoor recreation areas where guests can enjoy hunting, fishing, white water rafting, hiking, biking and off course world class off-roading.

The Sawmill Station offers 54 RV spaces that can accommodate even the biggest rigs, 25 back in spaces with 30 amp service, 16 back in spaces with 50 amp service, and another 8 pull through sites also with 50 amp service. There are an additional 2 doublewide trailers, 1 singlewide trailer, and 2 tent sites. All RV spaces and trailers offer guests full hookup services. The park currently has a profit-sharing arrangement with the neighboring property to rent their cabins. Guests can expect a safe, clean, fun and leisurely stay while at The Sawmill Station. The property also consists of a gas station, a country store, and a bistro to accommodate all their guests' needs. Park amenities include private showers and restrooms, fiber optic telephone service, LTE connection and a store for all your essentials. Current ownership of the community has spent a considerable amount of time and capital over the course of the past five years improving the quality of the park, making it one of the most desirable RV or camping spots in the area.

Conveniently right off Hwy 75 the park is about 4 miles west of Clayton. Clayton is like going back in time to a small town atmosphere where the main industries are ranching, farming, and tourism. It is 4 hours from Boise, 3.5 hours from Twin Falls, and 2.5 hours from Idaho Falls. Not only can a new owner expect to continue with an extremely well-traveled park that maintains high occupancy the entire season, but they can expect a multi revenue property with businesses that operate year-round such as the gas station that serves the surrounding areas. Centerra Gold has announced that the Thompson Creek Mine near Clayton will restart production in 2027 which opens up the opportunity for the park to be open year-round and accommodate extended stay guests. This would be a great cash flowing asset for an established owner in the RV Industry or a first-time operator that can continue current operations as they currently are.

INVESTMENT HIGHLIGHTS

30 & 50 AMP RV Full Hookup

Country Store & Bistro

Close to World Class Off Road and Outdoor Recreation Sites

Multi Revenue Property

Only Gas Station in 25 Mile Radius

1 GBS WIFI

SITE // The Sawmill Station



The Sawmill Station // GAS STATION & AERIAL PHOTOS



SW & DW TRAILERS // The Sawmill Station



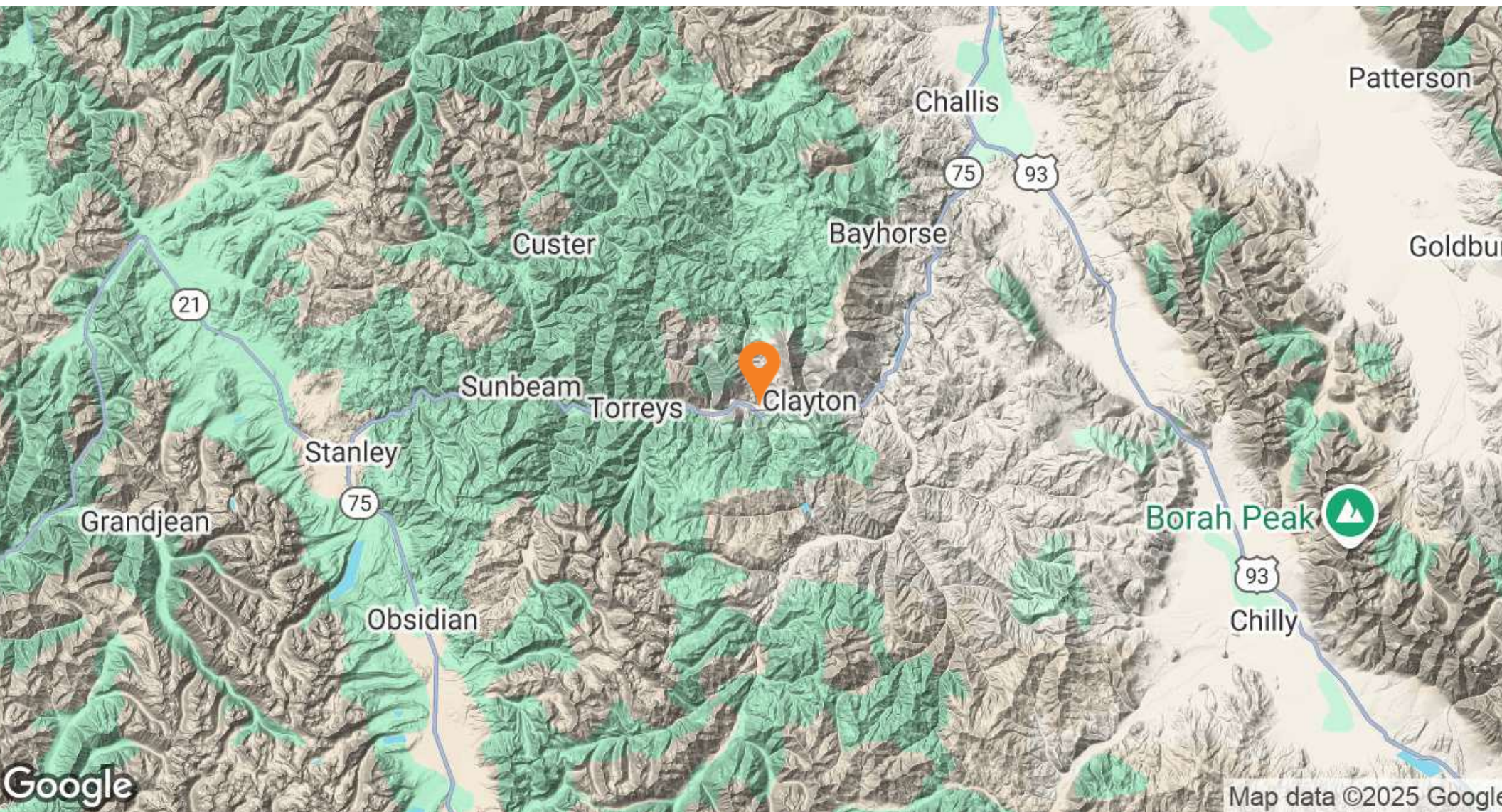
The Sawmill Station // SHOWER HOUSE, RESTROOMS, & LAUNDRY



LOCAL MAP // The Sawmill Station



The Sawmill Station // REGIONAL MAP



SECTION 2

Financial Analysis

OPERATING STATEMENT

NOTES

PRICING DETAIL

Marcus & Millichap

OPERATING STATEMENT

INCOME		2024		Pro Forma	PER SPACE	NOTES
Gross Scheduled Income		1,274,216		1,439,864	26,664	
Total Vacancy		\$0	0.0%	\$0	0.0%	\$0
Effective Rental Income		1,274,216		1,439,864	26,664	
Other Income						
All Other Income		9,708		9,999	185	[1]
Total Other Income		\$9,708		\$9,999	\$185	
Effective Gross Income		\$1,283,923		\$1,449,863	\$26,849	
EXPENSES		2024		Pro Forma	PER SPACE	NOTES
Operating Expenses	Real Estate Taxes	3,441		10,400	193	[2]
	Insurance	13,473		14,160	262	[3]
	Utilities - Total	30,985		31,915	591	[4]
	Credit Card Processing Fees	33,899		34,916	647	[5]
	Fixtures & Décor	1,946		2,004	37	[6]
	Cabin Payments	22,035		22,696	420	[7]
	Supplies	13,720		14,132	262	[8]
	Equipment Expense	2,754		2,837	53	[9]
	Repairs & Maintenance	14,725		15,167	281	[10]
	UTV Expense	50,903		52,430	971	[11]
	IT Expense	3,446		3,549	66	[12]
	Marketing & Advertising	15,432		15,895	294	[13]
	Payroll	100,397		103,409	1,915	[14]
	Housekeeping	6,655		6,855	127	[15]
	Other Expenses	2,632		2,711	50	[16]
	Misc. Expenses				0	
	Operating Reserves				0	
	Management Fee	0		0	0	
Total Expenses		\$316,443		\$333,075	\$6,168	
Expenses as % of EGI		24.65%		22.97%		
COGS (Fuel, Bistro, Store)		\$734,502		\$771,227		[17]
Net Operating Income		\$232,978		\$345,561	\$6,399	

Notes and assumptions to the above analysis are on the following page.

NOTES

NOTES TO OPERATING STATEMENT

[1]	Current All Other Income: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[2]	Current Real Estate Taxes: Based on owner's 2024 P&L Pro Forma: Estimated property tax = Sale price × Mill rate (0.004)
[3]	Current Insurance: Based on owner's 2024 P&L Pro Forma: YOY Increase of 5%
[4]	Current Utilities-Total: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[5]	Current Credit Card Processing Fees: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[6]	Current Fixtures and Decor: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[7]	Current Cabin Payments: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[8]	Current Supplies: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[9]	Current Equipment Expense: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[10]	Current Repairs & Maintenance: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[11]	Current UTV Expense: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[12]	Current IT Expense: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[13]	Current Marketing & Advertising: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[14]	Current Payroll: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[15]	Current Housekeeping: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[16]	Current All Other Expenses: Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%
[17]	Current COGS (Fuel, Bistro, Store): Based on owner's 2024 P&L Pro Forma: YOY Increase of 3%

PRICING DETAIL

SUMMARY		
Price	\$2,800,000	
Down Payment	\$840,000	30%
Number of Spaces	54	
Price Per Space	\$51,852	
Spaces/Acre	7	
Lot Size	7.68 Acres	
Approx. Year Built	2003	

RETURNS	2024	Pro Forma
CAP Rate	8.32%	12.34%
GRM	2.20	1.94
Cash-on-Cash	7.04%	20.45%
Debt Coverage Ratio	1.34	1.99

Financing	1st Loan
Loan Amount	\$1,960,000
Loan Type	New
Interest Rate	7.50%
Amortization	25 Years
Year Due	2035

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation rep.

OPERATING DATA

INCOME		2024		Pro Forma
Gross Scheduled Income		\$1,274,216		\$1,439,864
Less: Vacancy/Deductions (GPR)	0.0%	\$0	0.0%	\$0
Total Effective Rental Income		\$1,274,216		\$1,439,864
Other Income		\$9,708		\$9,999
Effective Gross Income		\$1,283,923		\$1,449,863
Less: Expenses	24.6%	\$316,443	23.0%	\$333,075
COGS (Fuel, Bistro, Store)		\$734,502		\$771,227
Net Operating Income		\$232,978		\$345,561
Cash Flow		\$232,978		\$345,561
Debt Service		\$173,811		\$173,811
Net Cash Flow After Debt Service	7.04%	\$59,167	20.45%	\$171,750
Principal Reduction		\$27,752		\$29,906
Total Return	10.35%	\$86,919	24.01%	\$201,656

EXPENSES		2024		Pro Forma
Real Estate Taxes		\$3,441		\$10,400
Insurance		\$13,473		\$14,160
Utilities - Total		\$30,985		\$31,915
Credit Card Processing Fees		\$33,899		\$34,916
Fixtures & Décor		\$1,946		\$2,004
Cabin Payments		\$22,035		\$22,696
Supplies		\$13,720		\$14,132
Equipment Expense		\$2,754		\$2,837
Repairs & Maintenance		\$14,725		\$15,167
UTV Expense		\$50,903		\$52,430
IT Expense		\$3,446		\$3,549
Marketing & Advertising		\$15,432		\$15,895
Payroll		\$100,397		\$103,409
Housekeeping		\$6,655		\$6,855
Other Expenses		\$2,632		\$2,711
Total Expenses	24.65%	\$316,443	22.97%	\$333,075
Expenses/Space		\$5,860		\$6,168

SECTION 3

Sale Comparables

SALE COMPS SUMMARY

Marcus & Millichap

The Sawmill Station // SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	# OF SITES	\$/SITE	LOT SIZE	CLOSE
★	The Sawmill Station 21855 ID-75 Clayton, ID 83227	\$2,800,000	54	\$51,852	7.68 AC	On Market
	SALE COMPARABLES	PRICE	# OF SITES	\$/SITE	LOT SIZE	CLOSE
A	Waldport / Newport KOA Journey 1330 NW Pacific Coast Hwy Waldport, OR 97394	\$5,000,000	78	\$64,102	6.71 AC	10/09/2024
B	Panorama RV Park & Storage 510 W 5th Ave Kettle Falls, WA 99141-8845	\$1,800,000	67	\$26,865	6.88 AC	09/25/2024
C	Three Rivers Resort 115 Selway Rd Kooskia, ID 83539	\$3,000,000	69	\$43,478	9.94 AC	08/07/2023
D	Hardin KOA Journey 2205 State Hwy 47 Hardin, MT 59034	\$730,000	75	\$9,733	8 AC	06/06/2023
E	Rawlins KOA 205 WY-71 Rawlins, WY 82301	\$1,572,500	62	\$25,362	9.26 AC	08/01/2024
	AVERAGES	\$2,420,500	70	\$34,480	8.16 AC	-

SECTION 4

Rent Comparables

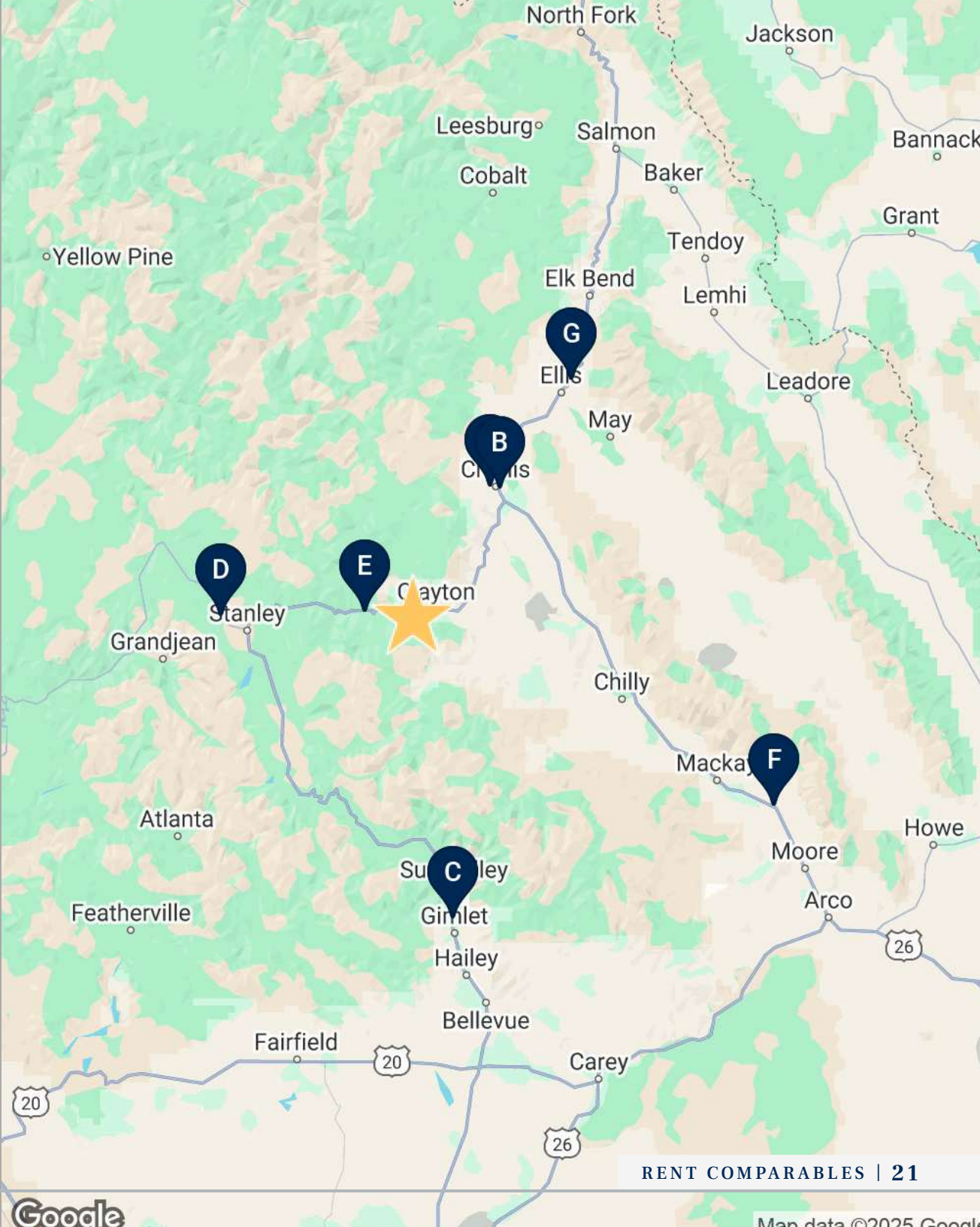
RENT COMPS MAP

RENT COMPS

Marcus & Millichap

RENT COMPS MAP

-  The Sawmill Station
-  Challis Golf Course
-  Round Valley RV Park
-  The Meadows RV Park
-  Stanley RV + Camp
-  Torrey's Burnt Creek Inn
-  Moose Crossing RV Park
-  Royal Gorge Resort



RENT COMPS // The Sawmill Station

 **The Sawmill Station**
21855 ID-75, Clayton, ID 83227

 54 Sites |  Year Built 2003



SITE TYPE	RENT
30 AMP Back-in	\$45
50 AMP Back-in	\$50
50 AMP Pull Through	\$55
Cabin	\$140
Doublewide Trailer	\$160
Singlewide Trailer	\$150
Tent Site	\$25
RV Weekly	\$238-\$297
RV Monthly	\$867-\$1083

 **Challis Golf Course**
210 Golf Clb Ln, Challis, ID 83226

 30 Sites |  Year Built 2008



SITE TYPE	RENT
50 AMP Pull Through	\$50
30 AMP Pull Through	\$45
30 AMP Back-in	\$40
RV Weekly	\$252-\$322
RV Monthly	\$900-\$1200

The Sawmill Station // RENT COMPS

B **Round Valley RV Park**
211 Ramshorn Dr, Challis, ID 83226

 54 Sites



SITE TYPE

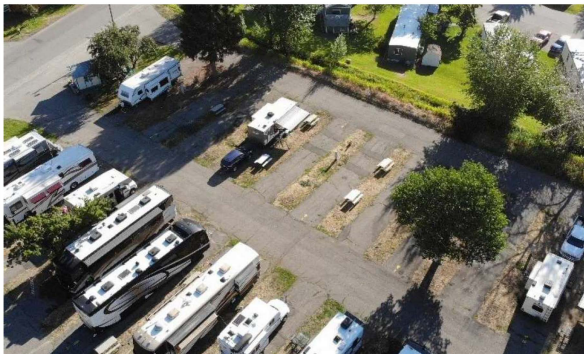
RENT

50 MP W/E
RV Weekly
RV Monthly

\$43
\$270
\$735

C **The Meadows RV Park**
13 Broadway Run, Ketchum, ID 83340

 43 Sites



SITE TYPE

RENT

RV
RV Weekly
RV Monthly

\$79
\$521-\$598
\$1677-\$1930

RENT COMPS // The Sawmill Station

D Stanley RV + Camp
12655 ID-21, Stanley, ID 83278

 26 Sites |  Year Built 1980



SITE TYPE	RENT
30 AMP	\$65
50 AMP	\$75

E Torrey's Burnt Creek Inn
21021 ID-75, Stanley, ID 83278

 19 Sites |  Year Built 1998



SITE TYPE	RENT
RV	\$64
Cabins	\$171
RV Weekly	\$288
RV Monthly	\$1728

The Sawmill Station // RENT COMPS

F **Moose Crossing RV Park**
3794 US-93, Mackay, ID 83251

 36 Sites |  Year Built 2003



SITE TYPE

RENT

RV	\$42
Dry Service Cabin	\$50
RV Weekly	\$252
RV Monthly	\$810-\$1119

G **Royal Gorge Resort**
3689 US-93, Ellis, ID 83235

 126 Sites



SITE TYPE

RENT

RV	\$64
Cabin	\$250
RV Weekly	\$307-\$424
RV Monthly	\$1491-\$2060

SECTION 5

Market Overview

DEMOGRAPHICS

BROKER OF RECORD

Marcus & Millichap

POPULATION	15 Miles	30 Miles	45 Miles
2028 Projection			
Total Population	363	3,281	12,283
2023 Estimate			
Total Population	344	3,140	11,619
2020 Census			
Total Population	331	2,978	10,952
2010 Census			
Total Population	291	2,923	9,591
Daytime Population			
2023 Estimate	295	3,021	14,696
HOUSEHOLDS	15 Miles	30 Miles	45 Miles
2028 Projection			
Total Households	160	1,515	5,910
2023 Estimate			
Total Households	152	1,447	5,559
Average (Mean) Household Size	2.0	2.2	2.1
2020 Census			
Total Households	148	1,412	5,395
2010 Census			
Total Households	134	1,364	4,522

HOUSEHOLDS BY INCOME	15 Miles	30 Miles	45 Miles
2023 Estimate			
\$250,000 or More	0.2%	0.7%	6.2%
\$200,000-\$249,999	0.2%	0.7%	3.3%
\$150,000-\$199,999	0.8%	2.9%	7.5%
\$125,000-\$149,999	3.9%	5.2%	8.8%
\$100,000-\$124,999	10.5%	8.8%	9.4%
\$75,000-\$99,999	22.9%	18.1%	14.3%
\$50,000-\$74,999	19.8%	16.8%	14.1%
\$35,000-\$49,999	13.4%	11.5%	9.8%
\$25,000-\$34,999	7.7%	9.3%	9.1%
\$15,000-\$24,999	7.0%	9.2%	7.7%
Under \$15,000	13.6%	16.6%	9.9%
Average Household Income	\$63,313	\$64,395	\$107,078
Median Household Income	\$59,579	\$53,916	\$73,900
Per Capita Income	\$28,550	\$30,078	\$51,374

POPULATION PROFILE	15 Miles	30 Miles	45 Miles
Population By Age			
2023 Estimate	344	3,140	11,619
0 to 4 Years	3.1%	3.8%	3.3%
5 to 14 Years	8.3%	9.9%	9.0%
15 to 17 Years	2.7%	3.0%	2.8%
18 to 19 Years	1.3%	1.6%	1.6%
20 to 24 Years	2.6%	3.2%	4.0%
25 to 29 Years	3.5%	3.8%	5.1%
30 to 34 Years	4.9%	5.0%	5.4%
35 to 39 Years	5.3%	5.5%	5.3%
40 to 49 Years	12.0%	11.5%	11.5%
50 to 59 Years	15.5%	13.5%	13.0%
60 to 64 Years	11.3%	10.5%	9.1%
65 to 69 Years	9.7%	9.9%	9.6%
70 to 74 Years	9.6%	8.8%	9.1%
75 to 79 Years	5.5%	5.0%	6.0%
80 to 84 Years	2.6%	2.6%	3.3%
Age 85+	2.1%	2.4%	2.1%
Median Age	54.3	52.3	51.8

POPULATION PROFILE	15 Miles	30 Miles	45 Miles
Population 25+ by Education Level			
2023 Estimate Population Age 25+	282	2,467	9,222
Elementary (0-8)	1.5%	2.0%	2.7%
Some High School (9-11)	6.2%	6.0%	2.7%
High School Graduate (12)	33.3%	32.8%	19.8%
Some College (13-15)	22.9%	22.9%	20.4%
Associate Degree Only	8.3%	7.3%	5.8%
Bachelor's Degree Only	21.1%	22.6%	33.8%
Graduate Degree	6.8%	6.5%	14.8%
HOUSING UNITS			
Occupied Units			
2028 Projection	309	2,417	11,303
2023 Estimate	298	2,326	10,799
Owner Occupied	121	1,154	4,037
Renter Occupied	30	293	1,523
Vacant	146	879	5,240
Persons in Units			
2023 Estimate Total Occupied Units	152	1,447	5,559
1 Person Units	32.9%	30.8%	34.2%
2 Person Units	46.1%	44.3%	41.9%
3 Person Units	11.2%	11.5%	11.3%
4 Person Units	5.3%	7.3%	7.6%
5 Person Units	3.3%	4.2%	3.7%
6+ Person Units	2.0%	1.9%	1.3%



POPULATION

In 2023, the population in your selected geography is 11,619. The population has changed by 21.14 since 2010. It is estimated that the population in your area will be 12,283 five years from now, which represents a change of 5.7 percent from the current year. The current population is 51.6 percent male and 48.4 percent female. The median age of the population in your area is 51.8, compared with the U.S. average, which is 38.7. The population density in your area is 2 people per square mile.



HOUSEHOLDS

There are currently 5,559 households in your selected geography. The number of households has changed by 22.93 since 2010. It is estimated that the number of households in your area will be 5,910 five years from now, which represents a change of 6.3 percent from the current year. The average household size in your area is 2.1 people.



INCOME

In 2023, the median household income for your selected geography is \$73,900, compared with the U.S. average, which is currently \$68,480. The median household income for your area has changed by 30.87 since 2010. It is estimated that the median household income in your area will be \$87,025 five years from now, which represents a change of 17.8 percent from the current year.

The current year per capita income in your area is \$51,374, compared with the U.S. average, which is \$39,249. The current year's average household income in your area is \$107,078, compared with the U.S. average, which is \$100,106.



EMPLOYMENT

In 2023, 6,860 people in your selected area were employed. The 2010 Census revealed that 52.6 percent of employees are in white-collar occupations in this geography, and 23.6 percent are in blue-collar occupations. In 2023, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 19.00 minutes.



HOUSING

The median housing value in your area was \$531,520 in 2023, compared with the U.S. median of \$268,796. In 2010, there were 3,184.00 owner-occupied housing units and 1,339.00 renter-occupied housing units in your area.

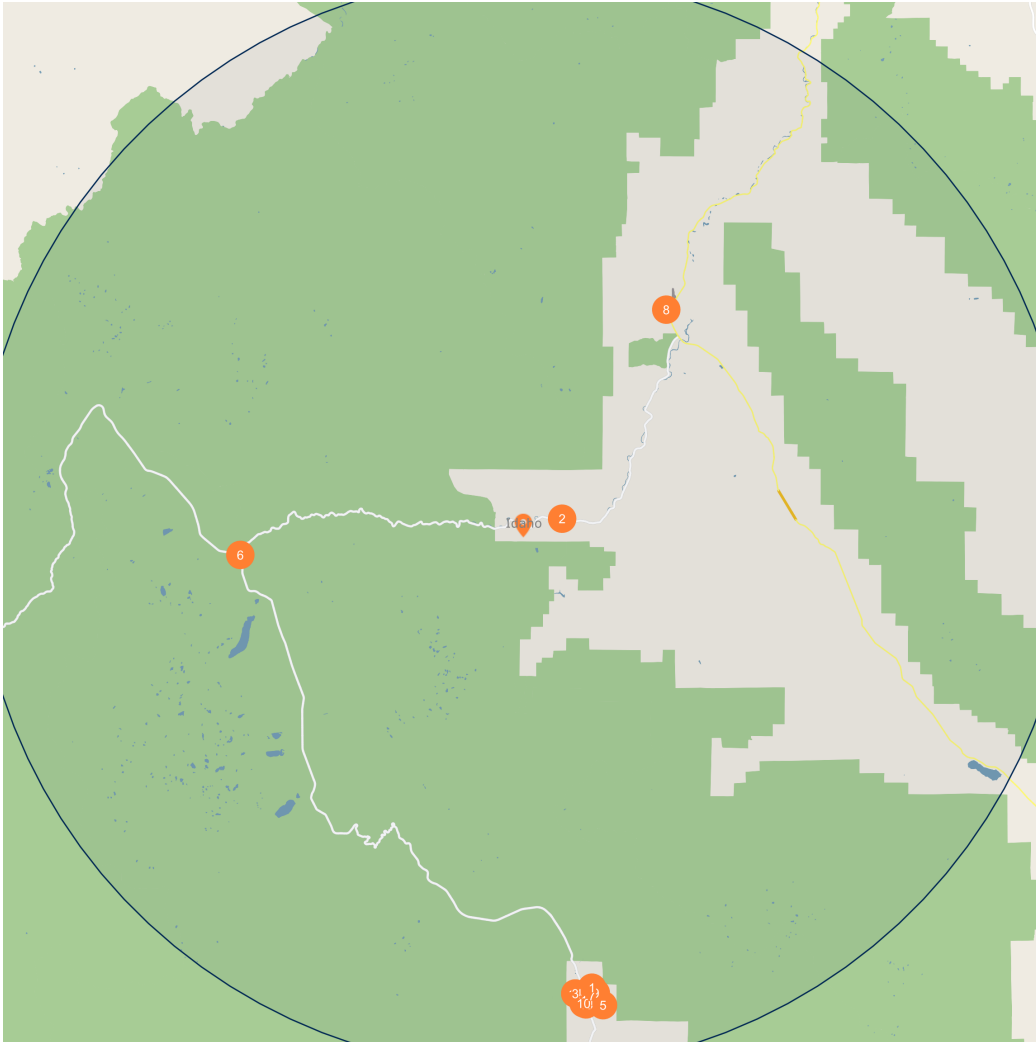


EDUCATION

The selected area in 2023 had a higher level of educational attainment when compared with the U.S. averages. 14.8 percent of the selected area's residents had earned a graduate degree compared with the national average of only 12.7 percent, and 33.8 percent completed a bachelor's degree, compared with the national average of 20.2 percent.

The number of area residents with an associate degree was lower than the nation's at 5.8 percent vs. 8.5 percent, respectively.

The area had fewer high-school graduates, 19.8 percent vs. 26.9 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 20.4 percent in the selected area compared with the 20.1 percent in the U.S.



Major Employers

Employees

1	Sun Valley Company-Brass Ranch The	700
2	Cyprus Thompson Creek Min Co	632
3	Sun Valley Company-Pete Lanes	433
4	Sun Valley Company-Brass Ranch The Retail Section	433
5	Sun Valley Company-Brass Ranch The	433
6	City of Stanley	154
7	Community School Inc	91
8	Challis School District 181	80
9	Columbia Hospitality Inc-Sun Valleys Elkhorn Restaurant	76
10	Native Landscapes Inc	72
11	5b Red Robin Century Rio LLC	70
12	Peter Lewis Enterprises Inc	67
13	Aspen Skiing Company LLC-Limelight Hotel Ketchum	60
14	St Lukes WD River Med Ctr Ltd	55
15	Ketchum Kitchens Inc-Ketchum Kitchens	50

BROKER OF RECORD

Lewis, Adam A.

Idaho
(303) 328-2000
License: DB54599

Marcus & Millichap