

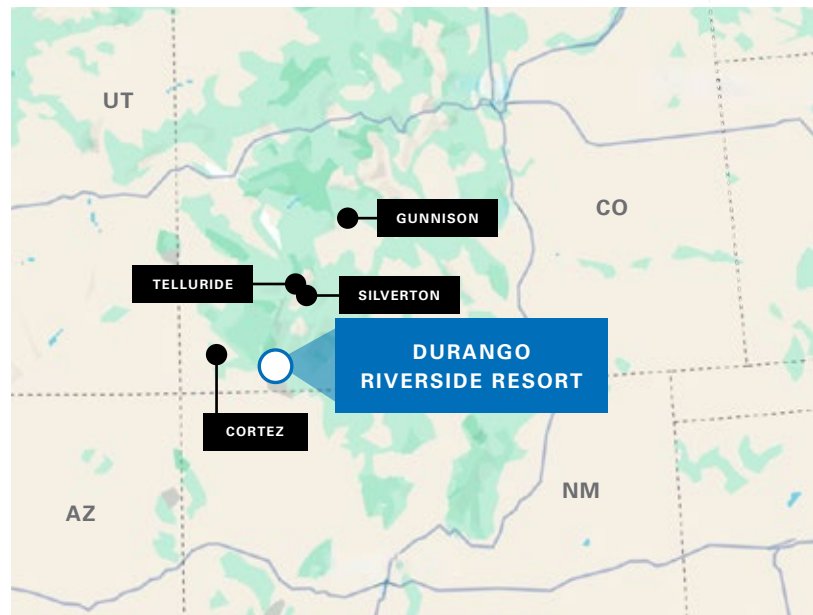
A 104-SITE CAMPGROUND RESORT
CONTACT BROKER FOR PRICE

Durango Riverside Resort

13391 CR 250
DURANGO, CO 81301



NEWMARK



Site Information

Address	13391 CR 250, Durango, CO 81301
County	La Plata
Tax Parcel ID	5371-244-00-010
Year Built	1966
Community Type	All-ages
Land Size (acres)	16.58 (6.21 sites/acre)
Roads	Asphalt
Floodplain	Zone X and Zone AE
Zoning	Commercial
Season	May 1-Oct 31 (could be open through Nov)
Website	https://jwdurango.com/

Community Breakdown

RV Sites	73
Cabins	24
Tents	6
Mobile Home (manager/owner's)	1
Total Sites	104

Utilities

Water	City of Durango (included in rent)
Sewer	Lagoon System (included in rent)
Electricity	La Plata Electric Association (included in rent)
Gas	Propane- Atmos Energy (direct billed to tenants)
Trash	Waste Management (included in rent)
Cable	DirectTV (included in rent)
High-Speed WiFi	SkyWeb Networks Inc. (for purchase)
Phone & Internet Connectivity	Spectrum Business (included in rent)
Park Security Cameras	SkyWeb Networks Inc.

Area Highlights

- Tourism is a major economic driver for Durango and La Plata County, drawing millions of visitors annually and generating hundreds of millions in travel spending. Flagship attractions such as Purgatory Resort, Mesa Verde National Park (welcoming over 500,000 visitors annually), the Durango & Silverton Narrow Gauge Railroad, and the expansive San Juan National Forest anchor the region's four-season appeal. With world-class skiing, nationally recognized cultural sites, and nearly two million acres of public lands, Durango continues to solidify its reputation as one of Colorado's premier outdoor destinations.
- La Plata County, anchored by the Durango area, has over 300 miles of hiking and biking trails and benefits from steady tourism driven by historic attractions, a lively downtown, regional healthcare and education hubs, and the Durango & Silverton Narrow Gauge Railroad.
- As the lifeblood of the community, the Animas River winds its way through the valley and past historic downtown Durango. Everyone from whitewater enthusiasts and acclaimed fly fishermen to laid-back locals floating in inner tubes enjoys the same flowing mountain waters that have supported the region since the days of early miners more than a century ago.
- As more and more people discover the beauty and majesty of the San Juan National Forest and surrounding Rocky Mountain peaks, the number of people flocking to the Four Corners region continues to grow. Back in 1965, the population of Durango was just over 10,000 and La Plata County almost 20,000. Today, the city itself is home to 20,000 residents while the county is closing in on a staggering 58,000.

Investment Highlights

Durango Riverside Resort is located on the banks of the Gold Medal Animas River surrounded by the San Juan Mountains.

- This is a unique opportunity to purchase a beautiful, turnkey 104-site campground resort offering RV sites, cabins and tent sites, in a premier southwest Colorado location. The resort also offers a wide variety of glamping cabin rentals, from traditional log-style to contemporary and several riverfront cabins.
- The property includes approximately 800 feet of the Animas River, spanning both sides of the water. In Colorado, owning both sides of a river is a benefit because you then are granted exclusive rights to the banks and river bottom, effectively allowing you to restrict wading or anchoring.
- Premier location only 13 miles south of Purgatory Ski Resort, 14 miles north of Durango and nestled next to the San Juan Mountain range, which in the summer sees hundreds of thousands of 4x4 enthusiasts to access an extensive network of historic 19th-century mining roads, dramatic high-alpine scenery and challenging mountain passes.
- Transient RV, cabin, and tent revenue increased 7.54% from 2024 to 2025, driven by sustained demand for outdoor lodging and the ownership's strong operational execution. As current ownership has right sized payroll, the current manager's double wide could be rented for additional income or used by an owner operator as their home.
- Current ownership uses a dynamic pricing model, which should help to continue increasing revenue through the 2026 season. Average rental rates have steadily increased throughout the four-year ownership period. There is also an opportunity to keep the park open during the winter months.
- The community boasts a significant amenity package including a heated pool, playground, convenience store, retail shop, game room, café with a large deck for dining, laundry room, cable TV, dog park, high-speed Wi-Fi, security cameras throughout the park, fire pits, paved roadways, two bath houses, and an observation deck overlooking the Animas.
- The community consists of 104 total sites (73 RV, 24 cabins, 6 tent sites, and 1 mobile home) with a variety of back-in and pull-through sites with full hookups, including municipal water, sewer, and electrical services as well as Wi-Fi (high-speed Wi-Fi for purchase). RV sites are a mixture of 30/50 amp connections.
- Current ownership has spent over \$600,000 in upgrades at the property, providing a turn-key operation for the next operator. Major improvements included electrical upgrades around the property, lagoon liner replacement, glamping cabin upgrades, put new metal roofs on all cabins, café and store improvements, installed high-speed Wi-Fi network and security cameras throughout the park, and much more.

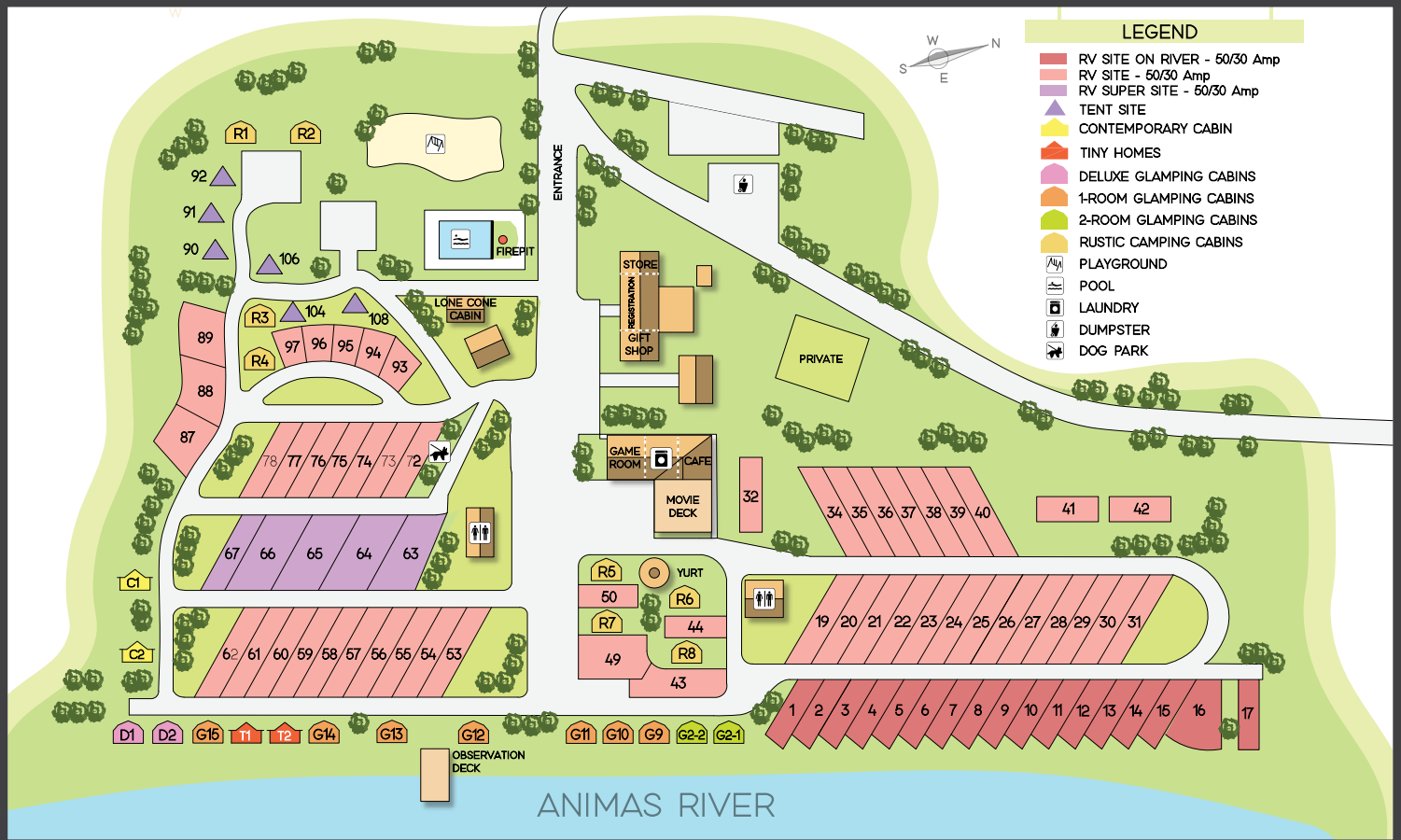
FINANCIAL ANALYSIS

	2023		2024		2025		2026 Budget		Yr 1 Proforma	
	Totals	% GSR	Totals	% GSR	Totals	% GSR	Totals	% GSR	Totals	% GSR
INCOME										
² Total Rental Income (RV/Cabin/Tent)	\$1,142,802		\$1,082,769		\$1,155,347		\$1,249,161		\$1,249,161	
³ Plus: Store Income	76,235	740	67,133	652	76,918	747	88,456	859	88,456	859
⁴ Plus: Other Income	43,843	426	46,605	452	39,878	387	41,074	399	41,074	399
⁵ Plus: Wi-Fi Revenue	0	0	0	0	0	0	0	0	10,975	107
Total Other Income	120,077	1,166	113,738	1,104	116,796	1,134	129,530	1,258	140,505	1,364
Effective Gross Income	\$1,262,879	\$12,261	\$1,196,507	\$11,617	\$1,272,143	\$12,351	\$1,378,691	\$13,385	\$1,389,666	\$13,492
EXPENSES										
	Actuals	Per Site	Actuals	Per Site	Actuals	Per Site	Actuals	Per Site	Proforma	Per Site
Repairs and Maintenance	\$27,792	\$270	\$16,867	\$164	\$19,596	\$190	\$13,821	\$134	\$13,905	\$135
⁶ Payroll	276,684	2,686	260,701	2,531	273,143	2,652	211,724	2,056	211,665	2,055
⁷ Administrative	92,053	894	102,299	993	104,953	1,019	103,234	1,002	83,430	810
Marketing	31,578	307	21,890	213	18,208	177	22,603	219	20,600	200
⁸ Utilities	103,508	1,005	131,428	1,276	126,158	1,225	127,459	1,237	131,283	1,275
Total Variable Expenses	\$531,615	\$5,161	\$533,185	\$5,177	\$542,058	\$5,263	\$478,841	\$4,649	\$460,883	\$4,475
⁹ Taxes	37,099	360	41,123	399	46,462	451	47,856	465	50,883	494
¹⁰ COGS	32,238	313	14,876	144	37,708	366	35,382	344	35,382	344
¹¹ Insurance	28,327	275	49,850	484	52,901	514	55,845	542	55,620	540
¹² Management Fee	67,556	5.35%	72,316	6.04%	77,011	6.05%	82,313	5.97%	69,483	5.00%
Total Operating Expenses	\$696,835	\$6,765	\$711,351	\$6,906	\$756,140	\$7,341	\$700,238	\$6,798	\$672,252	\$6,527
¹³ Plus: Capital Reserves	0	0	0	0	0	0	0	0	5,150	50
Total Expenses	\$696,835	\$6,765	\$711,351	\$6,906	\$756,140	\$7,341	\$700,238	\$6,798	\$677,402	\$6,577
Net Operating Income	\$566,044	\$5,496	\$485,156	\$4,710	\$516,003	\$5,010	\$678,454	\$6,587	\$712,264	\$6,915
Expense Ratio	55.18%		59.45%		59.44%		50.79%		48.75%	

Underwriting Assumptions

- Actual numbers based on financials provided by the client.
- Year 1 Proforma Total Rental Income (RV/Cabin/Tent) taken from the 2026 Budget. Revenues are projected to increase by over \$93,000 compared to 2025 (an ~8% increase year over year). The owner is experiencing significant ADR and RevPar growth in the early 2026 bookings. The Riverfront inventory is the clear standout, outperforming 2025 bookings in both rate and occupancy growth. Booked occupancy is pacing over 10% higher, and ADR is averaging 20% above last year. For the Standard Durango inventory, aggressive ADR growth (> 20% yoy) is driving strong RevPAR gains, though they are sacrificing some occupancy (pacing ~1.5% below last year). The owner will continue to push rates. The cabins feature a very high return on investment; community has three tiny homes at the Durango property and a new buyer could: a) move the modest Riverside cabins toward the back of the property and replace them with new tiny homes; b) add another tiny home or two on the south side of the property facing the meadow, or both.
- Year 1 Proforma Store Income grown 15% from 2025 (same growth percentage from 2024 to 2025). Store Income includes general sales and food/beverage revenue from the camp store and cafe. There is meaningful upside to grow store revenue. Currently, the café operates only from 4–9pm on Friday through Sunday during the season, leaving substantial opportunity to expand hours and capture additional sales. A new owner could introduce breakfast and lunch service, extend dinner hours midweek, add holiday operations, and offer daily grab-and-go items such as breakfast burritos and sandwiches. With limited convenience and dining options in the upper Durango Valley, the café is well positioned to serve not only park guests but also local residents and Animas River recreation traffic.
- Year 1 Proforma Other Income grown 3% from 2025. Other Income includes the following: cancellation fees, tax vendor credits, extra person fees, damage/cleaning fees, online reservation fees, guaranteed site fees, laundry revenue, vending revenue, arcade revenue, and misc income.
- Year 1 Proforma Wi-Fi Revenue equals \$10,975 (\$10,655 actuals in 2025 grown 3%). The property management company (IVEE) has not received the park's high-speed Wi-Fi revenue from Skyweb. The checks for 2024 and 2025 Wi-Fi revenues were sent to AOS, the former property management company, so they have not recorded any Wi-Fi revenue for the last two years, nor have they included estimated Wi-Fi revenue in the 2026 budgets.
- Year 1 Proforma Payroll set at \$2,060 per site. Owner believes that payroll will be reduced by around ~\$60K per year going forward for the following reasons 1) Ownership had two full-time year-round managers even though the property's only open for five or six months per year. As such, they replaced the two managers with one full-time manager beginning January 1, 2026 2) Much of the payroll at Durango has been focused on off-season telephone bookings; the market is shifting toward more online bookings, and they've benefited from that trend, but ownership believes there's still potential to trim here. Ownership said, "we terminated the couple who was managing the Durango park and hired a couple willing to manage both the Durango and Vallecito parks for significantly less compensation. The replacement couple managed our Vallecito park last year and did a terrific job."
- Year 1 Proforma Admin expense projected at \$810 per site (budget less \$20,000). Ownership believes there is an opportunity to cut this expense going forward. They said, "I've included a schedule highlighting the annual costs of services provided by Newbook and Insider Perks in the property package, which cost each park \$21,000 to \$26,000 annually. These services are required by our property management company; however, the new owner(s) could cut costs by an additional \$15,000 to \$20,000 annually by replacing the services provided with vendors more compatible with boutique properties.
- Year 1 Proforma Adjusted Utilities grown 3% from 2026 Budget.
- Year 1 Proforma Taxes = 2025 assessed values x 2025 mill rate grown 15%.
- Year 1 proforma COGS taken from the 2026 Budget.
- Year 1 Proforma Insurance expense projected at \$510 per site (grown 3% from 2025).
- Year 1 Proforma Management Fees = 5% of Gross Income (the industry standard). Further note that an owner-operator would not incur this cost.
- Numbers do not reflect actual expenses.

SITE PLAN



RV SITE TYPES



Riverfront Back-In Sites

- Site Numbers 1-17
- Located along the Animas River
- 30/50 AMP full-hookup
- Water, sewer, cable
- Fire ring
- Picnic table
- Parking for one vehicle in addition to your RV



Back-In Sites

- Site Numbers 32-42, 27-93, 43-44, 49-50
- 30/50 AMP full-hookup
- Water, sewer, cable
- Fire ring
- Picnic table
- Parking for one vehicle in addition to your RV



Pull-Through Sites

- Site Numbers 19-31, 62-53, 72-28
- 30/50 AMP full-hookup
- Water, sewer, cable
- Fire ring
- Picnic table
- Parking for one vehicle in addition to your RV



Pull-Through Super Sites

- Large sites with additional parking
- 30/50 AMP full-hookup
- Water, sewer, cable
- Outdoor BBQ space with a propane grill, fire ring, umbrella-covered table and chairs
- Parking for two vehicles in addition to your RV

CABIN RENTAL TYPES



One-Room Rustic Cabins Sleeps 4

- Site numbers R1-R8
- Pet friendly
- One bunk bed (Twin over Twin)
- One Full-size bed
- Desk space and chair, one electrical outlet
- Heat and ceiling fan
- Covered front porch with swing
- Picnic table and fire ring
- Parking for one vehicle



One-Room Riverfront Glamping Cabins Sleeps 2

- Site numbers G11-G15
- Pet friendly
- One Queen-size bed with high-end bedding
- Small refrigerator and microwave
- Baseboard heat and a ceiling fan
- Covered front porch with swing
- Picnic table and fire ring
- Parking for one vehicle



CABIN RENTAL TYPES



One-Room Riverfront Family Glamping Cabins Sleeps 4

- Site numbers G9-G10
- Pet friendly
- One Full-sized bed
- One set of Twin bunk beds
- Small refrigerator and microwave
- Baseboard heat and a ceiling fan
- Covered front porch with swing
- Picnic table and fire ring
- Parking for one vehicle



Two-Room Riverfront Glamping Cabins Sleeps 4

- Site numbers G2-1 and G2-2
- Pet friendly
- Bedroom with one Queen-size bed with high-end bedding
- Small refrigerator and microwave
- Seating area with a futon that converts to a Queen bed (linens for futon available upon request)
- Baseboard heat and ceiling fan
- Covered front porch with swing
- Picnic table, charcoal grill and fire ring
- Parking for one vehicle



CABIN RENTAL TYPES



Riverfront Deluxe Glamping Cabins Sleeps 4

- Site numbers D1 and D2
- Pet friendly
- One Queen-size bed with high-end bedding
- Kitchenette with sink, two stovetop burners, small refrigerator, microwave and coffee maker, table with two stools, basic kitchen items
- Full bathroom with stand-up shower
- Seating area with futon that converts to a Queen bed (linens for futon available upon request)
- TV with cable
- Baseboard heat and ceiling fan
- Covered front porch with swing
- Picnic table, charcoal grill and fire ring
- Parking for one vehicle



Riverfront Tiny Homes Sleeps 6-8

- Site numbers T1 and T2
- Pet friendly
- Separate bedroom with Queen-size bed with high-end bedding
- Loft with two Full-size futon mattresses
- Kitchenette with sink, two stovetop burners, small refrigerator, microwave, coffee maker, basic kitchen items
- Full bathroom with stand-up shower
- Seating area with a couch and table with three chairs
- TV with cable
- Baseboard heat and ceiling fan
- Covered front porch with swing
- Picnic table, charcoal grill and fire ring
- Parking for one vehicle



CABIN RENTAL TYPES



Valley View Contemporary Cabins Sleeps 4

- Site numbers C1 and C2
- Pet friendly
- King bed or Queen bed
- Kitchenette with sink, two stovetop burners, full-size refrigerator, microwave, Keurig, basic kitchen items
- Full bathroom with stand-up shower
- Seating area with futon that converts to a Queen bed (linens for futon available upon request)
- Table with four chairs
- TV with cable
- Central heat, portable AC unit
- Ceiling fan
- Front porch with outdoor furniture
- Picnic table, charcoal grill and fire ring
- Parking for one vehicle

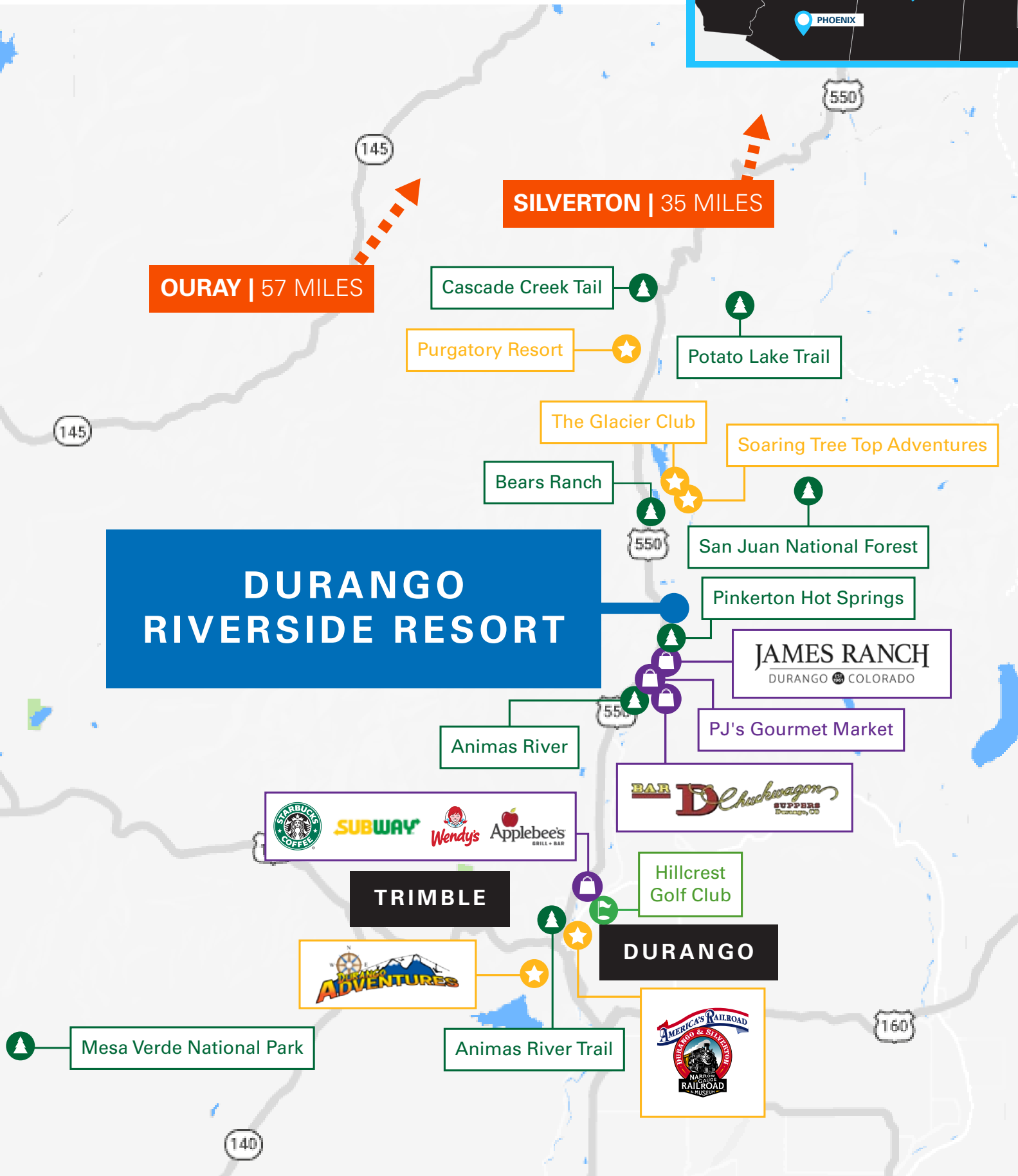


Lone Cone Vacation Rental Sleeps 4

- Pet Friendly
- Steps from the pool area
- Large deck outside, modern comforts inside
- Separate bedroom with Queen-size bed with high-end bedding, extra closet and cabinet space
- Low-ceiling loft with Queen-size mattress
- Kitchen with sink, stovetop with oven, full-size refrigerator, microwave, dishwasher, coffee pot, basic kitchen items
- Full bathroom with shower/tub combo
- Seating area with a couch and table with two chairs TV with Roku
- Heat and A/C
- Ceiling fan
- Large, covered deck with outdoor furniture
- Charcoal grill and fire ring
- Parking for one vehicle



LOCATION MAP & AREA ATTRACTIONS



DURANGO RIVERSIDE RESORT

SILVERTON | 35 MILES

OURAY | 57 MILES

Cascade Creek Tail

Purgatory Resort

Potato Lake Trail

The Glacier Club

Soaring Tree Top Adventures

Bears Ranch

San Juan National Forest

Pinkerton Hot Springs

JAMES RANCH
DURANGO COLORADO

PJ's Gourmet Market

Animas River

Starbucks Coffee, Subway, Wendy's, Applebee's Grill + Bar

TRIMBLE

BAR D Chuchwagon SUPPER Durango, CO

Hillcrest Golf Club

DURANGO

THE MOUNTAIN ADVENTURES

AMERICA'S RAILROAD
DURANGO & SILVERTON
NARROW GAUGE
RAILROAD
MUSEUM

Mesa Verde National Park

Animas River Trail

140

160

145

145

550

550

550

AREA ATTRACTIONS

Durango

One of Southwest Colorado's premier year-round destinations, attracting 1.3 million visitors annually in the greater Durango area. The area is renowned for iconic attractions and endless outdoor recreation including skiing, hiking, mountain biking, and rafting. With its vibrant historic downtown, strong tourism economy, and consistent visitor demand, Durango continues to be a highly sought-after Rocky Mountain destination.



Purgatory Resort

Located 13 miles from the Durango Riverside Resort in the scenic San Juan Mountains, Purgatory Resort becomes a vibrant alpine playground each summer. Guests enjoy scenic chairlift rides, the thrilling Inferno Mountain Coaster and alpine slide, and lift-served mountain biking for all skill levels.

San Juan Mountains

Just 15–30 minutes from the Durango Riverside Resort, the San Juan Mountains offer immediate access to towering peaks, alpine meadows, and crisp mountain air, the perfect backdrop for summer adventure. Hiking, mountain biking, and 4x4 jeep trails lead to high-alpine lakes, waterfalls, and panoramic overlooks, while rafting and fishing on the Animas River provide refreshing ways to enjoy the outdoors.



Silverton

About 35 miles north of the Durango Riverside Resort, Silverton offers an authentic high-alpine mountain experience surrounded by 13,000-foot peaks. Its preserved 19th-century downtown and colorful storefronts reflect the town's rich mining heritage and Old West charm.

AREA ATTRACTIONS



Mesa Verde National Park

Located about 35 miles west of the Durango Riverside Resort and attracting over 480,000 visitors per year, Mesa Verde National Park preserves the remarkable cliff dwellings of the Ancestral Pueblo people and is recognized as a UNESCO World Heritage Site. Visitors can tour iconic sites such as Cliff Palace, explore scenic overlooks, and hike through piñon-juniper forests.

Ouray, Colorado

Nestled in a dramatic box canyon within the San Juan Mountains and 57 miles from the Durango Riverside Resort, Ouray is known as the “Switzerland of America” for its towering peaks, waterfalls, and charming Victorian downtown.

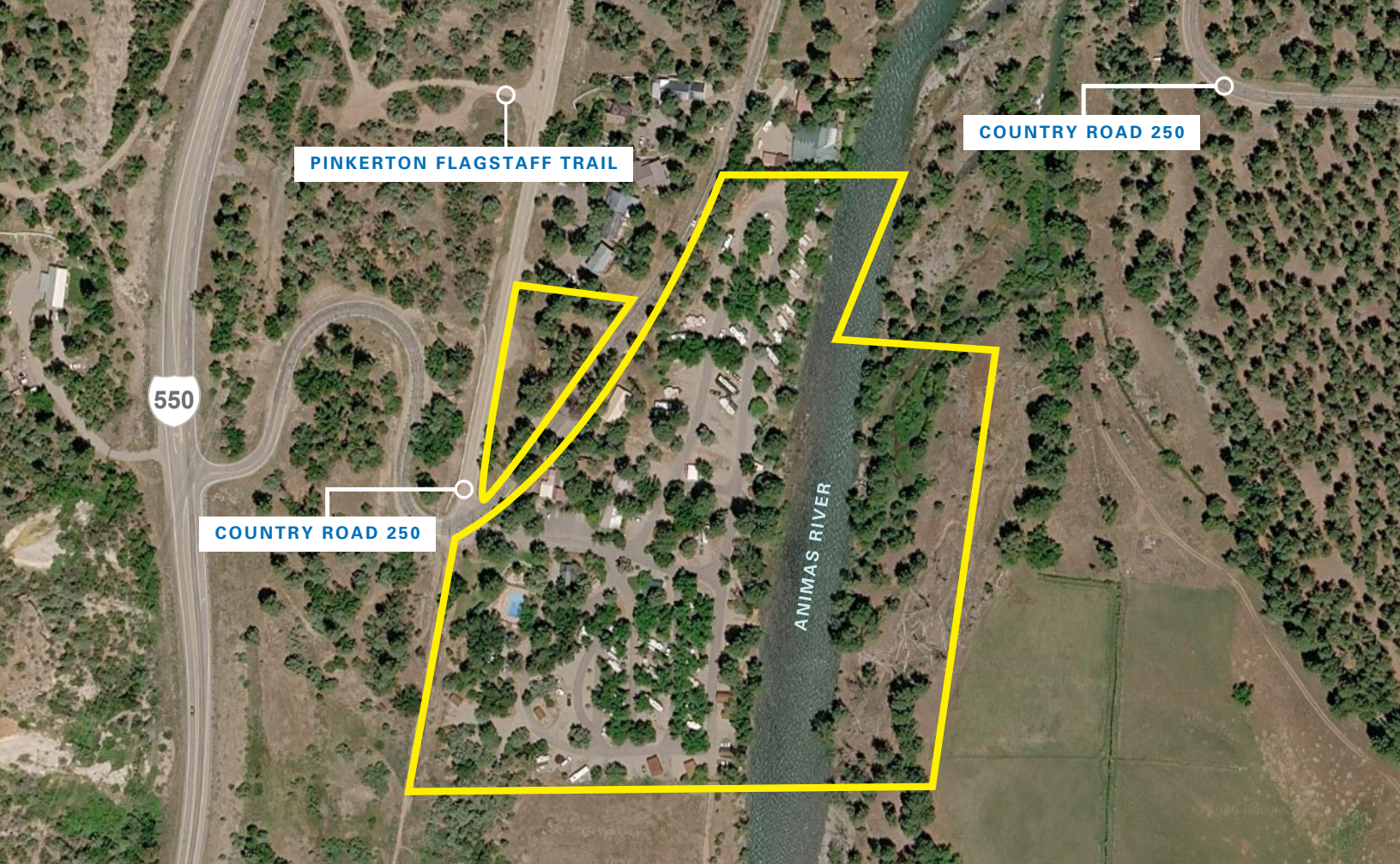


Durango & Silverton Narrow Gauge Railroad

The historic Durango & Silverton Narrow Gauge Railroad offers one of southwest Colorado’s most memorable experiences. Departing from downtown Durango, the steam-powered train travels through breathtaking canyons and along the Animas River to the mountain town of Silverton, showcasing some of the region’s most dramatic scenery.

PROPERTY PHOTOS





Additional information for Durango Riverside Resort is available online at:
<https://tinyurl.com/durangoriversideresort>



PLEASE DO NOT SPEAK WITH
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