



Club RV Offering Memorandum

20316 Brinks Willis Rd
Foley, AL 36535

The Niel Group is pleased to present Club RV, a fully approved 231 site RV Resort in Foley, AL. Designed by an RV enthusiast and land developer, Club RV is a high-end RV Resort intentionally crafted to maximize rental revenue by offering a product that is far superior to its local competition. With 121 angled pull-thru sites, 110 angled back-in sites, and a luxurious amenity package, Club RV is conservatively projected to generate \$3.435M in gross annual revenue and net \$2.349M annually, resulting in a proforma cap rate of 14.24%. The amenity package includes a large zero-entry pool, a covered swim-up bar, and walk-up bar under a spacious pavilion, indoor pickle ball courts and gymnasium, mini golf, natural tree lines on all sides, and much more. The site is situated on Brinks Willis Rd between Highway 59 and The Foley Beach Express allowing for easy north/south travel. With 1,160 feet on Brinks Willis Rd and a 60-foot easement on Keller Rd, the project is designed to move traffic smoothly with two ingress and egress. Club RV is located in south Baldwin County, AL just seven miles north of the white sand beaches in Orange Beach and Gulf Shores. With its southern border lined by the emerald waters of the Gulf of America, Baldwin County is the second fastest growing county in Alabama and the seventh fastest growing metropolitan area in the United States. It is estimated that 8.4M tourists visited Baldwin County in 2023 with 6.5M of them spending nearly \$6.7B in Orange Beach and Gulf Shores. Foley is the fastest growing city in Alabama and is home to a plethora of national retail brands, the OWA amusement park, and a booming sports tourism business. Surrounding municipalities having either stopped or restricted RV development approvals making Club RV an extremely valuable asset that is well insulated from new competition and from recessions due to their vacation affordability and low cost of living for longer term tenants.

Site Information:

- Two parcels totaling 54.72 Acres
- PPINs – 5155 & 29201
- Two ingress/egress points
 - 1,160' on Brinks Willis Rd
 - 60' easement on Keller Rd
- Property is not within the Foley City limits
- PUD (Planned Unit Development) zoning

Project Highlights:

- Fully approved 231 site RV Resort in Foley, AL
- Designed by an RV enthusiast and land developer
- Crafted to maximize rental revenue by being far superior resort than the local competition
- Gross annual revenue conservatively projected at \$3,435,900
- Net operating Income conservatively projected at \$2,349,900
- 121 angled pull-thru sites
- 110 angled back-in sites

- 205 Sites measure ~ 45' W x 75' L
- 26 Sites measure ~ 45' W x 105' L
- Concrete Pads measure ~ 20' W
- Robust amenity package (see Amenity List file for all amenities)
- Signalized intersection at Keller Rd and Hwy 59 allowing for easy ingress and egress
- Baldwin County is home to 32 miles of pristine white sand beaches only 7 miles south of the site
- 8.4M tourists visited Baldwin County in 2023 with 6.5M of them flocking to the beaches and spending nearly \$6.7B
- Baldwin County is the 2nd fastest growing county in Alabama and is the 7th fastest growing metro area in the US
- Foley is the fastest growing city in Alabama
- Recession resistant due to vacation affordability and low cost of living for longer term tenants

Utilities:

- Electric – Baldwin EMC
- Sewer – Baldwin County Sewer Service
- Water – Riviera Utilities

Notes:

- PUD approvals expire on 06/01/2026, but one additional 12-month extension is available
- Property is within the Baldwin County and Foley planning jurisdictions
- Surrounding municipalities having either stopped or restricted RV development approvals making Club RV an extremely valuable asset that is well insulated from new competition.
- All newly approved RV parks within the Foley City limits are required to collect lodging from tenants staying longer than ninety days – Club RV is not subject to this regulation
- There is an old house on the property that needs to be demolished
- There are old power lines on the property that go to the house (not known if they are operable)
- Engineered structural and foundation drawings have not been completed
- Baldwin County Sewer provided a bid for \$319,749.23 to install the pump station and per site fees. These costs have not paid and will be the buyer's expenses.
- The Baldwin County turn out permit is paid, but not completed (no other construction permits have been paid)
- All building and site construction permits will be the buyers' responsibility

Disclaimer: All information and measurements are not guaranteed to be accurate and shall be verified by buyer and/or buyer's broker.

RE/MAX Orange Beach

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Cell: 251-979-9198 • Office: 251-981-2400 • Email: lance@thenielgroup.com

www.TheNielGroup.com

All measurements and information shall be verified by Buyer and/or Buyer's agent.

CLUB RV AMENITIES

- Large zero-entry pool
- Covered Swim-up Bar with staffed bartender and TVs
- Walk-up Bar under a ~3,500 SF pavilion
- Playground Area
- 9-hole Mini Golf
- Sand Volleyball Court
- Fitness Center
- Indoor Pickle Ball Courts (4)
- Basketball Hoops
- Gymnasium
- Large Water Feature with lighted fountains (~2.5 Acres)
- WIFI Access – single WIFI hub on each site to increase speed and reliability
- Restroom & Shower Facilities (24-hour access)
 - Women's Locker Room
 - Four fully enclosed and private shower rooms complete with toilets and sinks
 - Four standalone toilets
 - Two sinks
 - Bench
 - Men's Locker Room
 - Four fully enclosed and private shower rooms complete with toilets and sinks
 - Two standalone toilets
 - Three urinals
 - Two sinks
 - Bench
 - Bathhouse
 - Four unisex fully enclosed and private shower rooms complete with toilets and sinks
 - Two dry bathrooms in the lobby area
- Laundry Facilities (24-hour access)
 - Eight washers and dryers on the clubhouse
 - Three washers and dryers in the bathhouse
- Pet-Friendly
- Fenced Pet Area / Dog Park
- Hot tub (twenty-person capacity)
- Sewer/Water provided by the Association
- Kids' Splash Pad incorporated into the kid's pool area
- Fire Pit
- Clean and Level Sites
- Extra-large Back-in and Pull-through Sites



- 20ft Wide Concrete Pads on 45' lots
- Wide Roads
- Full Hookups
- Large clubhouse (~14,000 SF)
 - Fireplace
 - Movie Area with an 86" TV
 - On-site Vending
 - On-site Store/Market
 - Commercial Ice-maker
- Green Space/Park (2)
- Private Resort with a tree-lined perimeter
- Propane Station
- Food Truck Area
- Planned Activities
 - Live Music (certain dates)
 - Car shows
- Short Drive to the Beach (~7 miles | 10 minutes)
- Two Dump Sites
- Two ingress/egress sites (one on each end of the park)

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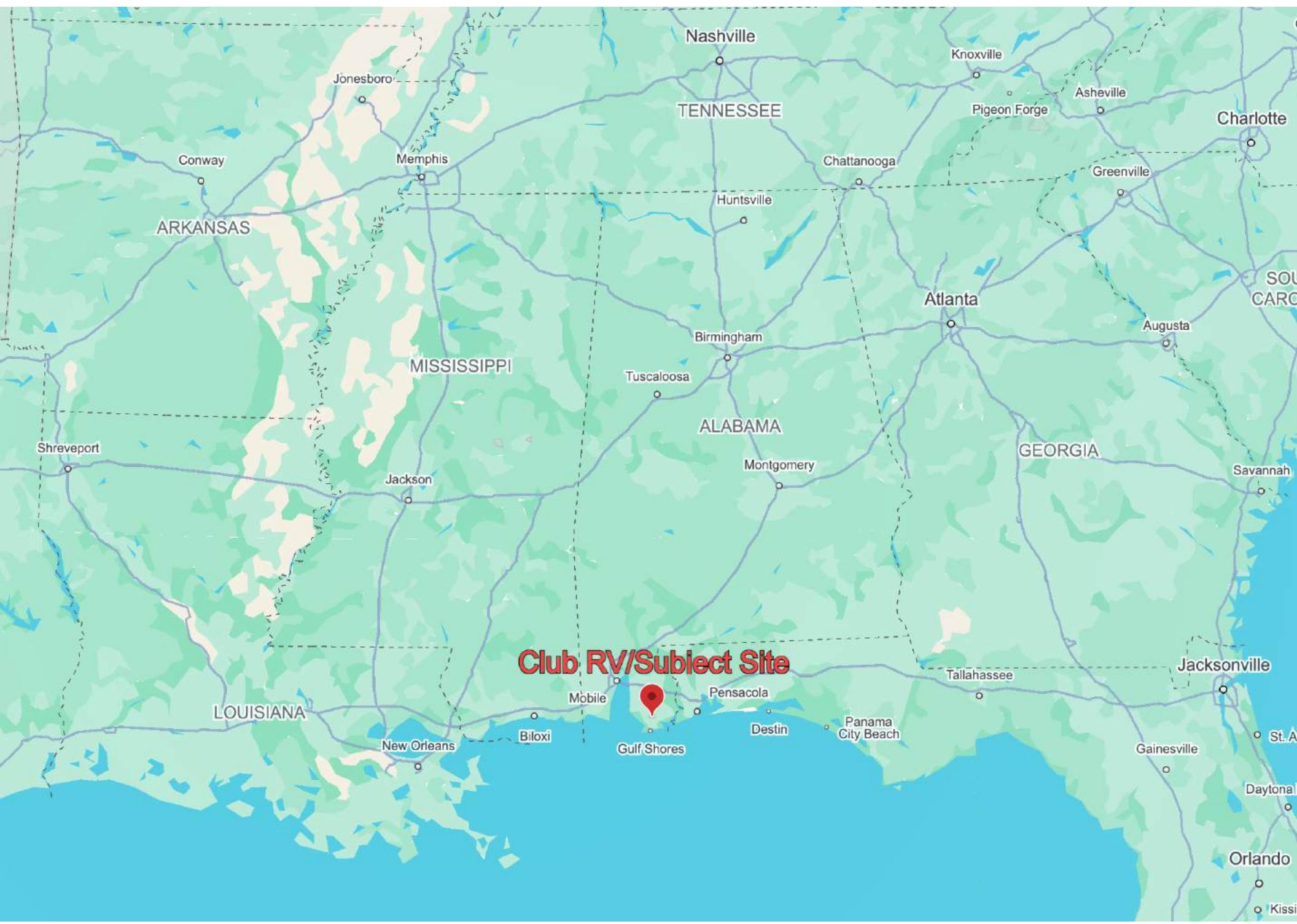
Each office independently owned and operated. Not intended to interfere with any current contractual real estate relationship.

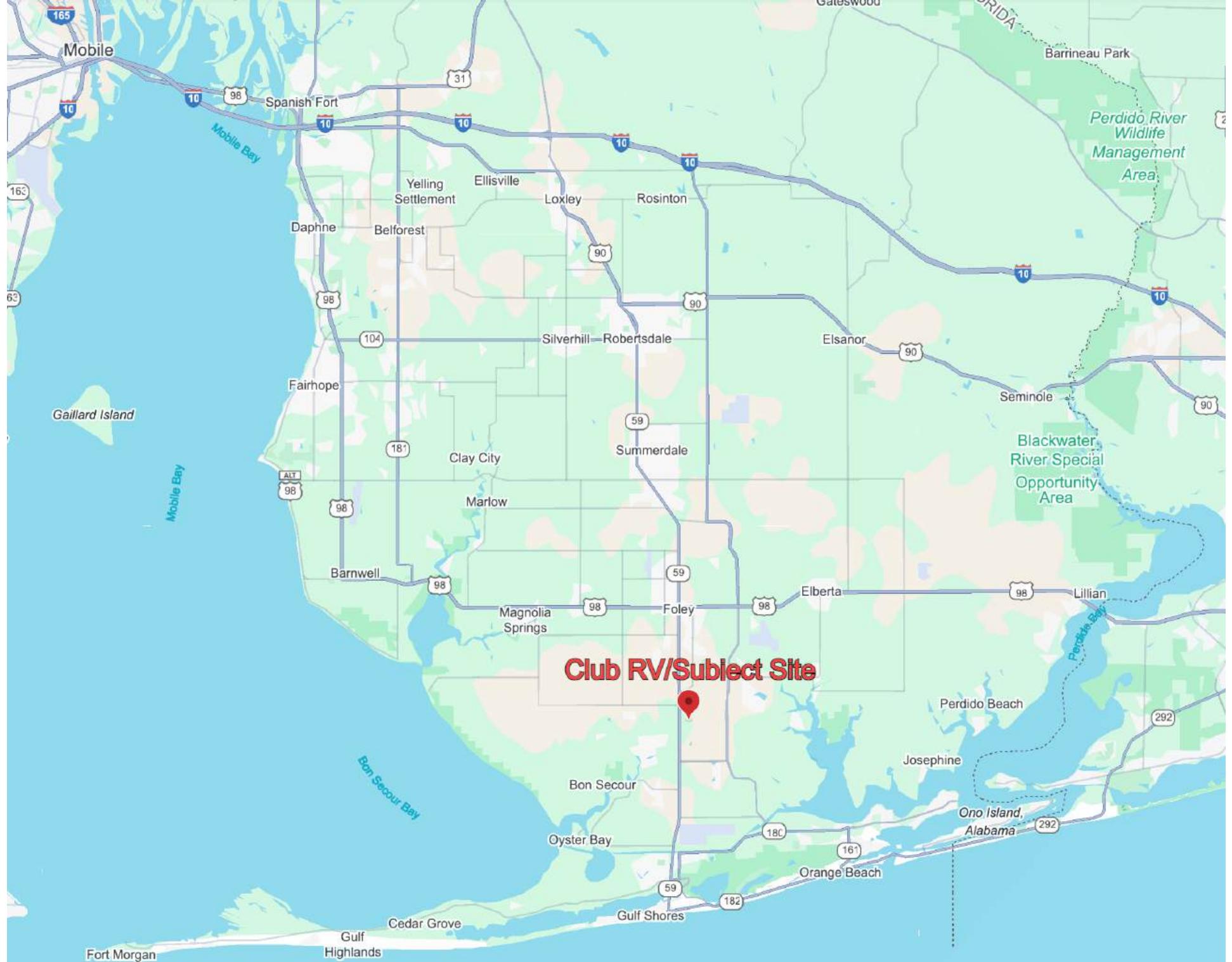


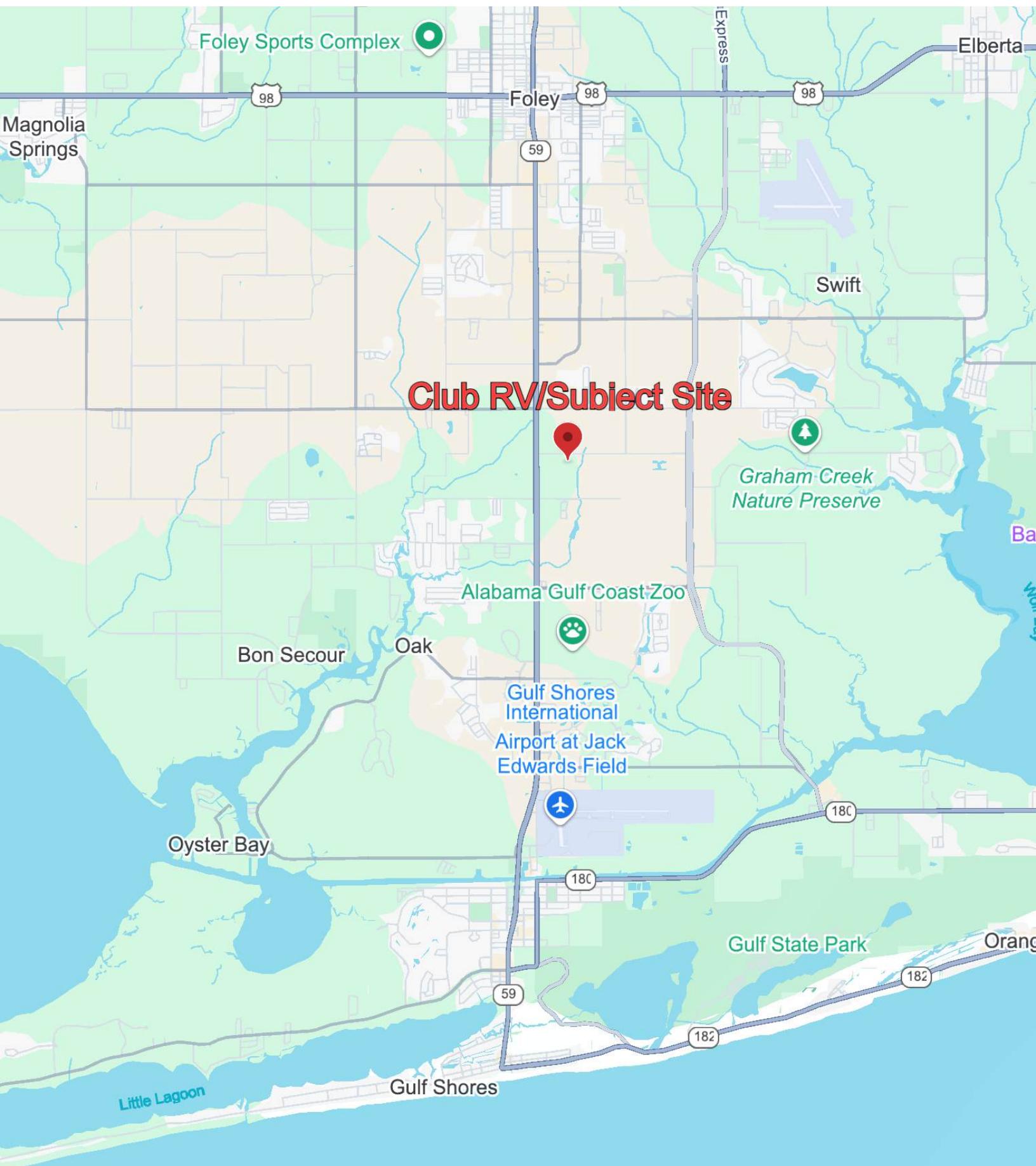
CLUB RV PRO-FORMA

NOTE: This is based on only Monthly Rates for the winter months, and during the summer 50% monthly rates and a 50% Weekly Rates/Daily Rates for just the 5 summer months the below chart shows total income and cost.

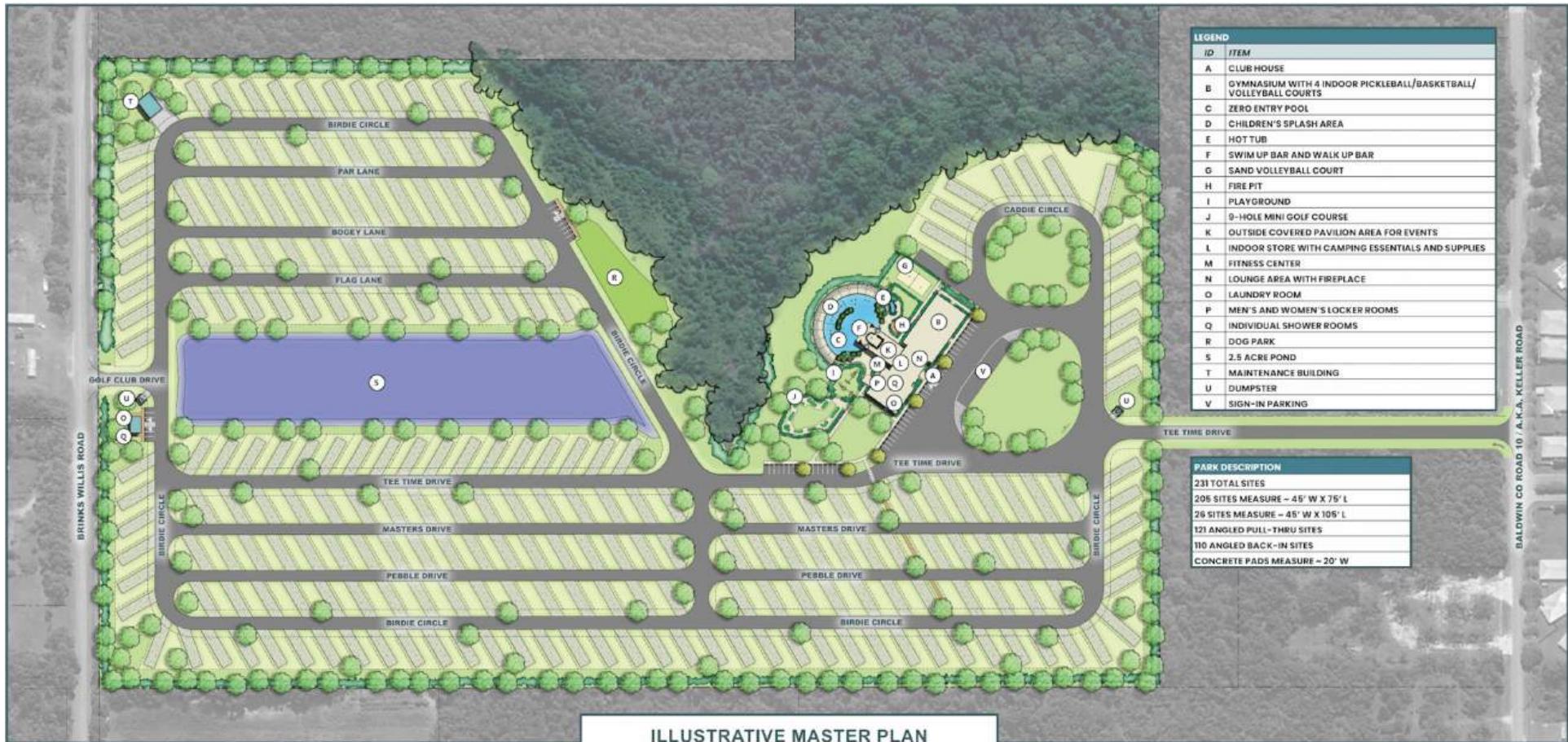
| Income | Capacity | |
|---------------------------------------|-------------------------|----------------------|
| | 75% Full Monthly | Yearly Totals |
| 205 75' long Sites \$1,500 Average | | \$230,625 |
| 26 100' long Sites \$1,600 Average | | \$31,200 |
| Store (Firewood, RV products, Snacks) | | \$2,000 |
| Bar | | \$20,000 |
| Propane | | \$500 |
| Laundry | | \$2,000 |
| Total: | \$286,325 | \$3,435,900 |
| Expenses | | |
| Maintenance Including Labor | | \$11,000 |
| Cleaning Including Labor | | \$4,500 |
| Electric | | \$23,000 |
| Water/Sewer | | \$6,500 |
| TV/Internet | | \$4,200 |
| Store Cost | | \$1,000 |
| Bar Cost Including Labor | | \$13,500 |
| Propane | | \$1,200 |
| Front Desk Labor Cost | | \$10,000 |
| Insurance | | \$5,000 |
| Property Taxes | | \$4,000 |
| Entertainment | | \$3,000 |
| Extra Help and Misc. | | \$3,000 |
| Laundry | | \$600 |
| Total: | \$90,500 | \$1,086,000 |
| PROFIT BEFORE DEBT SERVICE: | | \$2,349,900 |

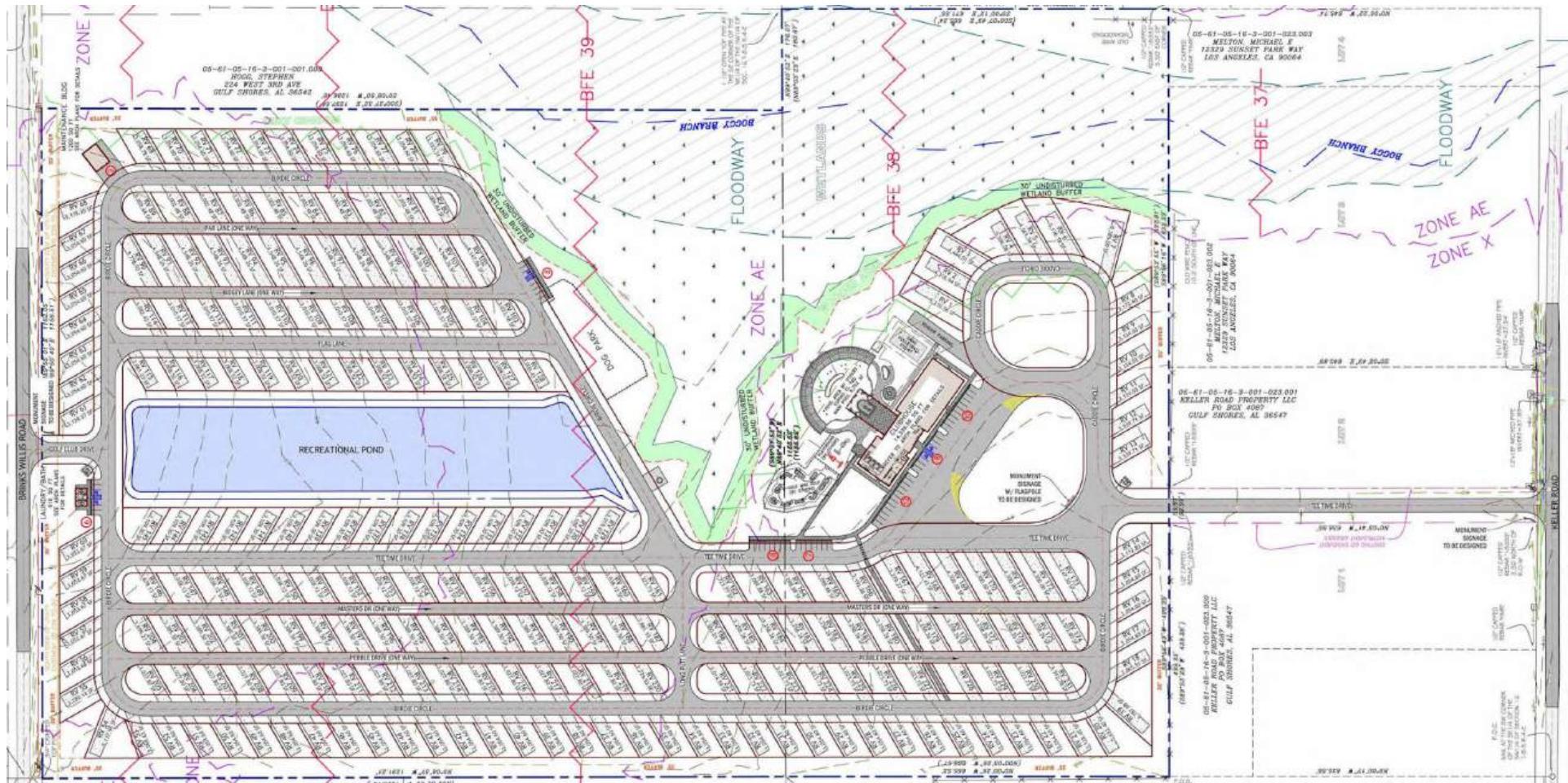


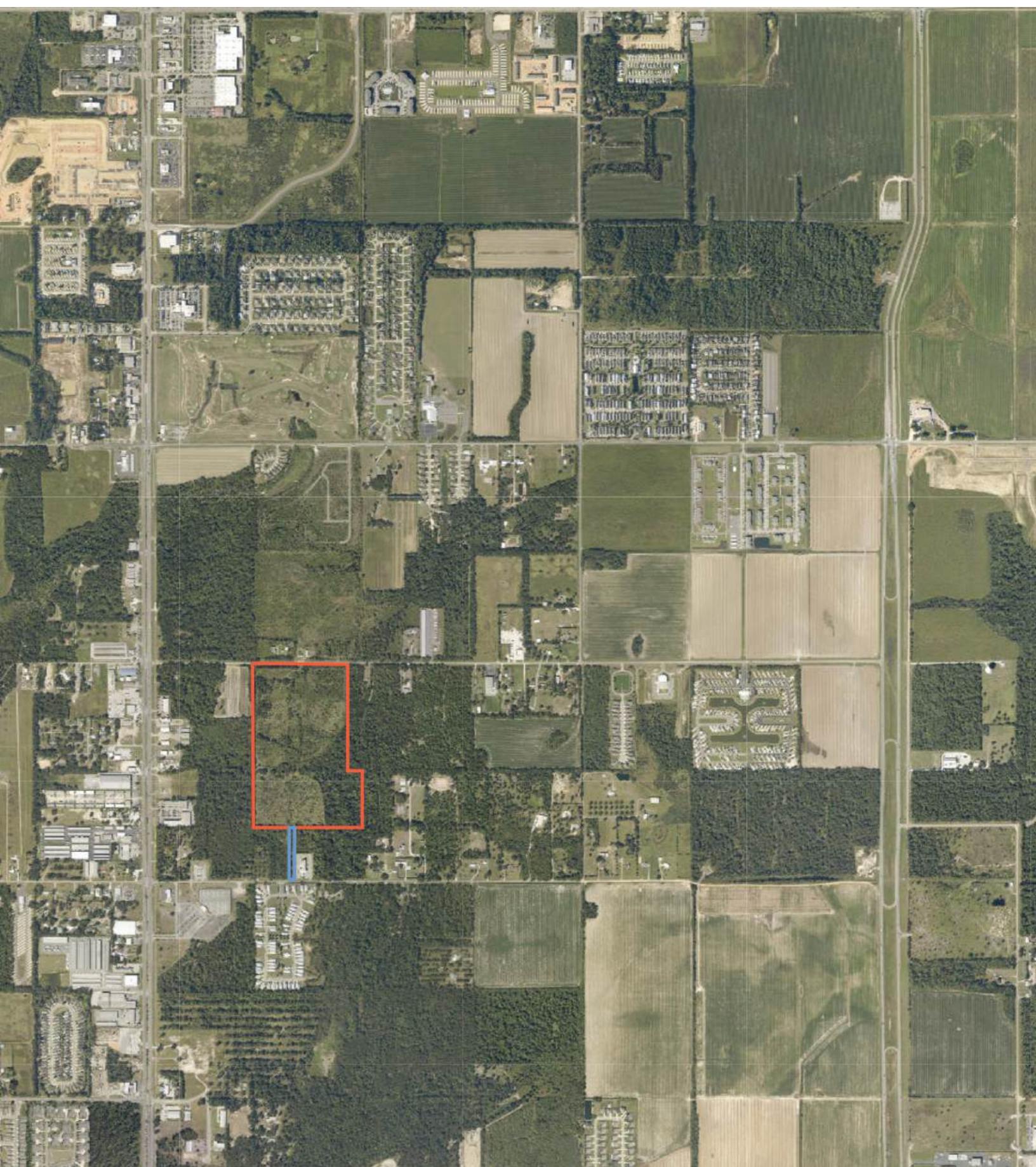












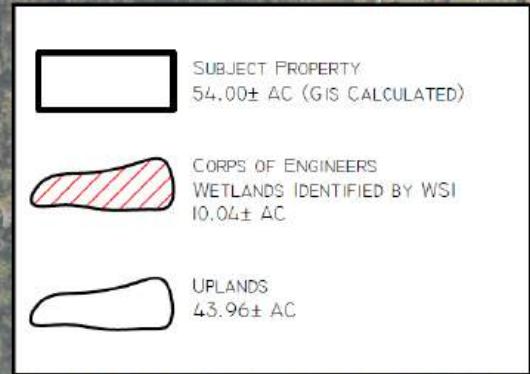


54.72 Acres

This aerial photograph shows a large, irregularly shaped property outlined by a thick red line. The property is primarily covered in green vegetation. In the bottom center, there is a small, light-colored building complex with a parking lot. A blue rectangular box, representing a 60' easement, is drawn around the building, extending upwards and to the left. A yellow dot is located at the top left corner of this blue box. The surrounding land is a mix of green fields and darker, more densely forested areas.

60' Easement

BRINKS WILLIS RD



NOTE: THIS IS NOT A SURVEY. ALL DATA WITHIN THIS MAP ARE SUPPLIED AS IS, WITHOUT WARRANTY. THIS PRODUCT HAS NOT BEEN PREPARED FOR LEGAL, ENGINEERING, OR SURVEY PURPOSES. USERS OF THIS INFORMATION SHOULD REVIEW OR CONSULT THE PRIMARY DATA SOURCES TO ASCERTAIN THE USABILITY OF THE INFORMATION.



300 0 150 300

SCALE: 1"= 300 Feet

CORPS OF ENGINEERS
WETLAND BOUNDARY
LINE IDENTIFIED BY
WSI SEPTEMBER 2022

21 20 19 18
24 23
25 26 27
28 22 21
19 18 17
16 15 14
13 12 11
10 9 8
7 6 5
4 3 2
1

APPROXIMATE
PARCEL BOUNDARY
PER BALDWIN COUNTY
GIS DATA