

CONFIDENTIAL
Lone Wolf Properties
DBA Yellowstone Wildlife Cabins, LLC Property
Summary

The Sellers are determined to enjoy retirement full-time and have made the decision to look for new owners of Yellowstone Wildlife Cabins to take the business to a new level!

NOTE: This property has been a part-time business in recent years, with the Seller being involved in a bad car accident in 2024.

The Business Opportunity

Location and Significance

Situated at the west gate of Yellowstone National Park—the oldest and most renowned National Park in the United States—this property is uniquely positioned in an area with very limited real estate availability. Its prime location offers unparalleled access to one of America's most iconic natural landscapes, making it an ideal destination for tourists, families, and outdoor enthusiasts.

In 2024, Yellowstone National Park experienced its second-busiest year in history, with 4,744,352 visitors, a 5.4% increase from 2023. This makes it the second-highest visitation count ever, only behind 2021's 4,860,242 visitors. The park also hosted 346,025 recreation visits in October 2024, showing a 9% increase from 2021.

Target Markets for Revenue Expansion

This property is tailored to guests seeking more than a typical hotel experience. With full kitchens, ample space, and a homelike atmosphere, it appeals to those who enjoy cooking their own meals and value comfort and privacy.

Key target markets include:

- Yellowstone National Park Visitors
- Family Retreats
- Corporate Retreats
- Individual and Couple Getaways

Enthusiasts:

- Snowmobiling
- Skiing
- Year-Round Fishing
- Hunting
- Photography

Additional Uses:

- Contractors
- Employee Housing

Understanding Local Market Timing

This business has historically operated part-time but has clear opportunities for expansion based on seasonal demand:

- April 18 to the 1st Week of November: Yellowstone National Park is open to the public, driving significant tourist traffic.
- Thanksgiving Ski Week: Increased revenue potential due to high demand.
- December 15 to April 15: The park reopens for winter recreation, presenting opportunities to market winter packages. West Yellowstone offers extensive snowmobiling opportunities, including tours into Yellowstone National Park and access to hundreds of miles of trails outside the park. Within Yellowstone, guided snowmobile tours are required, but visitors can also enjoy cross country skiing, snowmobiling on groomed trails and backcountry routes outside the park. Also available opportunity for hunters and ice fishing. West Yellowstone is about 50 miles from Big Sky Montana Ski Resort.

Unit Composition and Potential

Currently, the property features six homes/cabins, with two operational year-round. With the addition of proper heating, two more units could also function throughout the winter months, expanding revenue streams.

Pricing Strategy

Pricing is dynamic and varies based on demand, unit size, and seasonal factors:

- Summer and Fall: Larger groups dominate bookings.
- September: Popular with empty nesters and fishing enthusiasts.
- Winter: Primarily groups and couples seeking secluded getaways or outdoor recreation.

Growth Opportunities

To fully capitalize on its location and market demand, strategic improvements such as enhanced heating for year-round use, targeted marketing for seasonal activities, and expanded outreach to niche groups (contractors, hunters) are recommended.

This property is uniquely positioned for growth with the right strategic adjustments, transforming it from a part-time business into a year-round destination.

Yellowstone Wildlife Cabins Background

Nestled in the heart of West Yellowstone, Montana, just six blocks from the iconic Yellowstone National Park, the Yellowstone Wildlife Cabins present a remarkable business opportunity. This property boasts six distinct cabins or units, offering a range of accommodations from budget-friendly to deluxe, with options of 1, 2, or 3 bedrooms.

While many accommodations are available in West Yellowstone, very few provide the complete comfort and convenience found in Yellowstone Wildlife Cabins. Each unit is fully equipped with a kitchen, a cozy living room, a washer/dryer, and an outdoor grill. Some units even feature flat-screen TVs with satellite channels, fireplaces, and various other amenities to ensure an unforgettable stay.

What sets Yellowstone Wildlife Cabins apart is their unique wildlife theme. Each unit is inspired by the captivating wildlife of Yellowstone Park, from the cunning Fox to the majestic Bison, the imposing Bear,

the regal Moose, the graceful Elk, and the enigmatic Wolf. You'll feel the spirit of Yellowstone Park in every corner of the cabins.

The town of West Yellowstone is an anchor for Yellowstone National Park with year around activities. West Yellowstone serves as the busiest gateway to Yellowstone Park, welcoming a significant portion of the park's annual 3+ million visitors, especially during the May to October period. Yet, the property's potential doesn't end with the summer season. Staying open during the winter months opens doors to capitalize on the park's winter activities, making it an attractive year-round investment.

With 15 years of ownership, the current owners have nurtured lasting relationships with guests who return year after year. They've diligently maintained and updated the property with modern appliances and unit renovations.

This property offers a turn-key business opportunity with potential for increased revenue. Additional revenue potential exists for extended vacation rentals, monthly accommodations, employee housing, or considering the prospect of constructing new multilevel structures to increase revenue further on the same footprint! The sale includes valuable assets such as the client database, a proprietary computer reservation system, the website, blog, domain name, social media profiles, and reviews. Alongside the six accommodation units, you'll also find a new office building and a 21x30 heated garage for additional storage and potential unit expansion.

For a personal tour of this remarkable property, please schedule an appointment with the listing agent or your preferred REALTOR. Buyers are encouraged to confirm all information, though deemed reliable.

It's important to note that the charming Mountain Dogs of Yellowstone are not included in the sale. This listing is a cooperative effort between Organic Forces Real Estate and Antelope Realty of Montana.

Please view the YWC Property video - <https://www.youtube.com/watch?v=bLkkjrRaxkM>

Summary of the last 17 years:

In February 2008, the sellers purchased the multi-family rental property. On May 1, 2008 Yellowstone Wildlife Cabins (YWC) was established and opened for business with 2 cabins. Originally, the cabins were rented on a monthly basis and then transitioned to nightly rentals for increased revenue.

The Sellers have operated Yellowstone Wildlife Cabins secondary to their primary full-time employment, attempting to grow, manage and operate the business along with regular employment. When the Sellers retired from full-time employment, they continued to operate Yellowstone Wild Cabins as a part-time business preferring to begin their retirement years while still running this operation, yet still maintaining premium customer service with clients, welcoming many repeat clients.

The occupancy standard for Yellowstone Wildlife Cabins has been 90 nights per unit for the summer which is considered good. 100 nights per unit is considered great and with focus and more full time operation 120 nights per unit could be attainable.

With the unit expansion and updating of existing units during the winter months of 2014 to 2017, winter business was not actively sought after. This was due to construction and renovations going on and not wanting to disturb guests. Plus, these projects kept the owners fairly busy and thus marketing was kept to a minimum.

The winter business would now be a key market to go after - especially with the 3 bedrooms, 2 bath unit. This has been quite popular with winter travelers, especially with the jetted tub. On an average year without the Fox Cabin (most sought by groups) revenue for 3 months of business was about \$10-12K. With a marketing plan and niche carved out this could significantly grow.

Winter Potential – History based on Past Passive Marketing

Bear Cabin – This is the deluxe 2 bedroom, 2 bath cabin. It is very popular with snowmobile groups, families and multiple couples. It averaged 23 nights in the winter over eight years. Based on average rates in West Yellowstone for comparable properties, nightly rates could be anticipated between \$275-\$350 (depending on holidays etc).

Moose Cabin – This is the deluxe 1 bedroom, 1 bath cabin with gas fireplace. It is popular with couples and small families. It averaged 20 nights over 8 years. Based upon average rates in West Yellowstone, nightly rates could be anticipated around \$220-\$300/night.

Fox Cabin – This is the newer deluxe 3 bedroom, 2 bath cabin with jetted tub and fireplace. It is popular with the snowmobile groups, multiple couples and families. Over 3 years (with near minimal marketing) averaged 12 nights in the winter. Rates based comparable units in West Yellowstone could be \$450 - \$500.

Wolf Home – This is the 2 bedroom, 1 bath moderate, mfg style home. Based on 3 years it averaged 14 nights in winter. It is popular with couples and small budget conscious families. Based on current West Yellowstone rates \$230 - \$250/night could be anticipated.

Elk Home and Bison Home can be made available for full year around use.

In previous winters, with moderate marketing efforts nightly highs of 30 and 33 were expected. So, while the average is good – the potential can increase with a more active marketing approach.

Please visit

[West Yellowstone offers activities for every season. \(yellowstonedestination.com\)](http://yellowstonedestination.com)
to experience all of the year-around activities available in
and near Yellowstone National Park.

Another EXPANSION possibility is to replace the 3 manufactured style homes with cabins or a lodge and go up a number of stories with a multi-unit structure and drastically increase revenue. Moose Cabin could have a jetted tub put in the bathroom to garner higher nightly rates and to make the Elk and Bison Cabins available for winter usage is a potential opportunity.

Challenges/observations in recent years:

West Yellowstone has had a very steady rental market. Some financial impact has been felt due to issues within Yellowstone National Park and National issues such as Covid and the Economy -

- 2016 fires - saw a drop of 20%. 2019 - cold snap in Sept/Oct with below OF temperatures and during the day was 40-50F. This resulted in all Oct reservations cancelling! The result was a loss of about \$30K.
- 2020 of course saw reservations all cancel in late March due to Covid. There were no bookings until mid-June. YNP MT entrances did not open until June 1st- sending about \$1 million tourism dollars to WY!
- 2022 There was significant flooding resulting in park closures. Record inflation and gas prices also negatively affected revenue
- 2023 dealt with international destinations being opened before the US (since COVID started), plus the consumer was still getting used to record inflation/gas prices, significant airfare price increases and interest rates being significantly higher.
- 2024 promises to be a record year for nightly rentals and business income opportunities exists with full-time management and focus as travelers are getting accustomed to the current financial marketplace.

Current Buildings/Improvements:

There are currently six rental units. There is an oversize garage (21x27) that is currently used to store spare equipment (mattresses, fridges, etc) and supplies. Prior to 2020, in the winter only 50% of the units were kept open - the 3 cabins.

In 2011, 2 units were updated and one repaired. In addition, the Moose Cabin was completely refurbished with new vinyl flooring, a king bed (KB) (to meet market needs), new paint and new blinds. Lastly, the "owner's unit" (435 Pkwy C) porch was totally enclosed with windows, dry walled and carpeted to create office space for the business. It added about 310 sq. ft of living space to this unit.

In 2013, the Bear Cabin was updated with some carpet and vinyl flooring; took out the wood stove and switched out a queen bed for a king bed. These changes added more market value and cut insurance expenses.

In the winter of 2014/15 YWC grew from 4 units to 6 units. The single car garage at 437 Parkway C was removed - next to Moose Cabin and the Fox Cabin was installed. In 2015, this was a 2 bedroom, 1 bath deluxe unit. Part of the unit would be used as 2 bedrooms, 1 bath for nightly rentals. The other part of the unit (1 bedroom, 1 bath) would be used as the Manager's office. The "owners' cabin" 435 Parkway C was turned into the Elk Home. This unit was refurbished and furnished to meet "deluxe" standards.

In 2015/16 the "office" was moved out of the Fox Cabin into office space in the building on Hwy 20. This turned the Fox Cabin into a **3 bedroom, 2 bath** unit with a **jetted tub**. The main bedroom has a KB

and the en-suite bathroom was finished. The jetted tub and tile job was completed in February 2016. This has made a significant price increase in rents. Plus, it also gives highway frontage for rentals!

In 2017, an office was built on YWC property.

In 2018, the Bear Cabin, Moose Cabin, Wolf Home and Bison Home all had new carpet, new vinyl flooring, painting and other updates on beds and furniture in all units.

2021/2022 winter, the counters in the Bear Cabin were replaced along with new sinks and faucets. In addition, one of the bedrooms in Fox Cabin had the carpet replaced.

Yellowstone Park Recap:

- 2020 was COVID year and the Park was closed until June 1st•
- 2022 saw the 500-year floods and Yellowstone National Park closed for 14 days in June. Park numbers are off roughly 35-43%, the same for YWC reservations.
- 2023 has been a little slower year due to personal considerations and people getting used to the high cost of inflation, uncertainty of recession, interest rates, and higher airfare, and gas prices.

Summary of Units: (for 2023 season as of Aug 23)

- Fox Cabin (new 2015) - 3 bdrm, 2bath deluxe cabin \$494.33/night avg 2023
- Bear Cabin - 2 bdrm, 2 bath deluxe cabin \$471.03/night avg 2023
- Moose Cabin- 1 bdrm, 1 bath deluxe cabin \$341.41/night avg 2023
- Elk Home - 3 bdrm, 1 bath deluxe mfg style home \$373.88/night avg 2023
- Wolf Home - 2 bdrm, 1 bath moderate mfg style home \$364.45/avg/night 2023
- Bison Home - 2bdrm, 1 bath value conscious mfg home \$305.55/avg/night 2023 Total Nightly avg \$414.01
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Other information:

The original cabin - Bear - has a well under it. This is unusual, but was there before the town put in water in 1986. The well is not actively being used. The garage has both heat and plumbing.

What's included in the sale:

The whole turnkey business is for sale. This includes the real estate; all furnishings & appliances {6 refrid 6 stoves, 6 washer & dryers, 4 BBQ's - all are new within 4 years; linens and supplies; previous client database; computer reservation system (we purchased it with this in mind) and more. Business will also include:

- Website, Blog and domain name (if desired) Trip Advisor profile and reviews
- Google - profile and reviews Facebook
- Twitter

What is not included in the Sale:

The Mountain Dogs of Yellowstone (marketing) is not included.

All information is deemed reliable but not guaranteed. Potential Buyer to confirm facts.