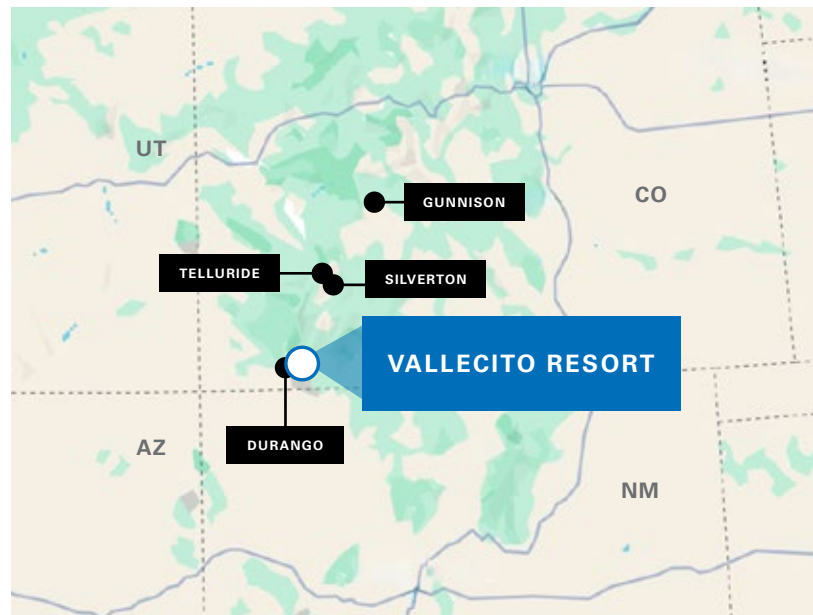


A 162-SITE RV & CAMPGROUND RESORT
CONTACT BROKER FOR PRICE

Vallecito Resort

13030 COUNTY ROAD 501
BAYFIELD, CO 81122



Site Information

Address	13030 Co Rd 501, Bayfield, CO 81122
County	La Plata
Tax Parcel ID	5593241000001
Year Built	1961
Community Type	All-ages RV & Campground
Land Size (acres)	± 15.56 (± 10.41 sites/acre)
Roads	Gravel
Floodplain	Zone X
Zoning	Campground
Season	May 1 - Sept 30
Website	https://jwvallecito.com

Community Breakdown

Site Type	Units
Transient RV Sites	100
Seasonal RV Sites (w/ structures)	37
Seasonal Trailer Sites (w/ structures)	16
Cabins	9
Total Sites	162

Buildings	Size
Office/Store/Kitchen/3BR Owner's Residence	± 2,600 SF
Rec & Events Hall/Kitchen/Laundry/Showers	± 1,500 SF
Open Air Veranda	± 2,000 SF
Large Maintenance/Equipment Shed	± 1,200 SF

Utilities

Water	2 on-site wells (included in rent)
Sewer	On-site Lagoon Aeration System (included in rent)
Electricity*	La Plata Electric Association Inc. (included in rent)
Gas	Ferrellgas (included in rent)
Trash	Republic Services (included in rent)
Cable	DISH Network (included in rent)
High-Speed WiFi	SkyWeb Networks (for purchase)
Internet	Century Link (included in rent)
Park Security Cameras	SkyWeb Networks

*all seasonal and monthly guests pay electricity



Investment Highlights

Vallecito Resort represents a tremendous acquisition opportunity strategically situated in a high-demand recreation corridor. Its prime location provides unparalleled access to both waterfront activities and the sweeping vistas of Colorado's San Juan Mountains.

- Unique opportunity to purchase a beautiful, turnkey 162-site RV and campground resort offering both back-in and pull-through sites (100 transient sites and 53 seasonal sites with structures), 9 cozy cabins, a rustic store and office, a 3BR owner's residence, and a large recreation center/events hall in a premier southwest Colorado location.
- Very High returning guest base. 53 seasonal sites are rented to guests on an annual basis for the upcoming 2026 season, representing over 50% (\$294,500 +/-) of the 2026 budgeted income. There is a significant opportunity for a new owner to increase the transient RV site revenue. Transient occupancy averaged just 11% in 2025, and expanding to 22% could generate an additional \$140,000+ in revenue.
- Whether a guest is looking for outdoor activities like challenging others on the basketball court, a classic game of horseshoes or running around on the playground, there is something for everyone. The same holds true for indoor activities where you can gather for a "night on the town" in the main hall/dance hall, choose from a vast video library, engage in a lively game of pool or sit comfortably in the pavilion or by the community firepit. Every day amenities are also available including bathhouse, laundry facility, mini store, propane, cable tv, and high-speed WiFi.
- Guests enjoy convenient access to a public boat launch just five minutes from the community, making it easy to get out on the water at Vallecito Lake. The community is an ideal setting for boating, fishing, and hiking enthusiasts. Boat parking is permitted on RV sites when space allows, with additional overflow parking available for larger trailers or extra vehicles.
- Current ownership has made many improvements at the property, providing a turn-key operation for the next owner. Major improvements included WiFi, security cameras throughout the property, store/office renovations, new pizza oven, and more.

AREA HIGHLIGHTS

- Tourism is a major economic driver for La Plata County with an estimated two million visitors each year 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, Vallecito Lake, 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, the area continues to solidify its reputation as one of Colorado's premier outdoor destinations.
- The community benefits from its proximity to Vallecito Lake, one of the largest and most popular recreational lakes in southwest Colorado. The lake draws thousands of seasonal visitors for boating, fishing, kayaking, and camping, creating consistent demand for nearby RV and campground accommodations.
- Just beyond Vallecito Lake lies the vast Weminuche Wilderness, the largest wilderness area in Colorado. Spanning more than half a million acres with roughly 500 miles of trails, the wilderness offers unparalleled backcountry access for hiking, horseback riding, and big-game hunting, with populations of elk, mule deer, turkey, and black bear drawing outdoor enthusiasts from across the region.
- Just 25 miles away, Durango serves as a major tourism hub in southwest Colorado, welcoming over one million visitors annually to its historic downtown, outdoor recreation, and the iconic Durango & Silverton Narrow Gauge Railroad. Flowing through the heart of Durango, the Animas River serves as a centerpiece for outdoor recreation and scenic beauty. Its clear mountain waters attract visitors year-round for tubing, kayaking, stand-up paddleboarding, whitewater rafting, and fly fishing.
- The property is located within close proximity to the expansive San Juan National Forest, which spans nearly two million acres and offers extensive trail systems, campgrounds, and backcountry access that continually drive tourism and outdoor recreation traffic to the region.
- 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 La Plata County was almost 20,000. Today, the county is closing in on a staggering 58,000.



While Vallecito is a seasonal campground, 16 guest-owned structures that are stored year-round in Vallecito may constitute “mobile homes” as that term is defined under Colorado law. Accordingly, while the ownership has disputed the designation, the State of Colorado and applicable regulatory agencies have viewed Vallecito as subject to certain laws and regulations applicable to mobile home parks, and Vallecito is required to register as and be regulated (as to those 16 guest-owned structures) as a mobile home park by the Colorado Mobile Home Park Oversight Program. See §§ 38-12-200.1, et seq., C.R.S. (Colorado Mobile Home Park Act), and <https://doh.colorado.gov/mobile-home-parks> (Oversight Program website, which includes mobile home park registration data, regulations, and other relevant information). Concurrent with the launch to market, the Owner will notify only the 16 potential mobile home guests of a possible sale. Another notice will be sent to the 16 potential mobile home guests after the purchase and sale agreement is executed. For further details: <https://doh.colorado.gov/sell-a-park>

FINANCIAL ANALYSIS

	2023		2024		2025		2026 Budget		Yr 1 Proforma	
	Totals	% GSR	Totals	% GSR	Totals	% GSR	Totals	% GSR	Totals	% GSR
INCOME										
² Plus: RV Income	409,619	2,529	412,016	2,543	463,584	2,862	519,411	3,206	519,411	3,206
³ Plus: Store Income	2,729	17	12,609	78	18,231	113	22,788	141	22,788	141
⁴ Plus: Other Income	8,426	52	9,719	60	17,073	105	16,664	103	17,585	109
⁵ Plus: Utility Income	7,006	43	9,569	59	12,298	76	20,039	124	20,039	124
⁶ Plus: High-Speed WiFi Income	0	0	0	0	0	0	0	0	2,600	16
Effective Gross Income	\$427,780	\$2,641	\$443,913	\$2,740	\$511,185	\$3,155	\$578,901	\$3,573	\$582,422	\$3,595
EXPENSES										
	Actuals	Per Site	Actuals	Per Site	Actuals	Per Site	Actuals	Per Site	Proforma	Per Site
⁷ Repairs and Maintenance	\$19,885	\$123	\$16,933	\$105	\$14,884	\$92	\$10,773	\$66	\$10,530	\$65
⁸ Payroll	147,772	912	113,516	701	121,278	749	93,537	577	93,960	580
⁹ Administrative	46,448	287	48,316	298	58,080	359	46,364	286	24,300	150
Marketing	13,240	82	22,676	140	21,967	136	23,036	142	22,680	140
¹⁰ Utilities										
Electricity	25,483	157	25,159	155	29,193	180	29,485	182	30,369	187
Water/Sewer	3,969	25	8,182	51	3,207	20	3,239	20	3,337	21
Gas	8,352	52	8,149	50	3,959	24	3,999	25	4,119	25
Trash	21,889	135	14,219	88	9,630	59	9,726	60	10,018	62
Cable/Internet/Telephone	23,900	148	25,613	158	15,281	94	15,434	95	15,897	98
Total Variable Expenses	\$310,936	\$1,919	\$282,762	\$1,745	\$277,479	\$1,713	\$235,592	\$1,454	\$215,210	\$1,328
¹¹ Taxes	27,168	168	23,690	146	26,140	161	26,924	166	26,924	166
¹² COGS	1,334	8	4,060	25	7,752	48	9,115	56	9,115	56
¹³ Insurance	16,223	100	45,308	280	50,983	315	53,532	330	47,924	296
¹⁴ Management Fee	23,082	5.40%	38,027	8.57%	39,868	7.80%	43,242	7.47%	34,945	6.00%
Total Operating Expenses	\$378,743	\$2,338	\$393,847	\$2,431	\$402,223	\$2,483	\$368,406	\$2,274	\$334,118	\$2,062
¹⁵ Plus: Capital Reserves	0	0	0	0	0	0	0	0	8,100	50
Total Expenses	\$378,743	\$2,338	\$393,847	\$2,431	\$402,223	\$2,483	\$368,406	\$2,274	\$342,218	\$2,112
Net Operating Income	\$49,037	\$303	\$50,067	\$309	\$108,962	\$673	\$210,495	\$1,299	\$240,204	\$1,483
<i>Expense Ratio</i>	<i>88.54%</i>		<i>88.72%</i>		<i>78.68%</i>		<i>63.64%</i>		<i>58.76%</i>	

Underwriting Assumptions

1. Actual numbers based on financials provided by the client.

2. Year 1 Proforma Total Rental Income (RV/Cabin/Tent) taken from the 2026 Budget. Revenues are projected to increase by over \$55,000 compared to 2025 (a ~12% increase year over year). They increased the seasonal long-term guest rates by 7% and are projecting stronger transient rates as compared to 2025. There is meaningful upside to grow the transient RV and cabin revenue. Transient occupancy averaged a meager 11% in 2025. A new owner could increase transient revenue by \$140,000 or more by simply increasing transient occupancy to 22%.

3. Year 1 Proforma Store Income taken from the 2026 Budget. Store Income includes general sales, propane, and food/beverage revenue from the camp store.

4. Year 1 Proforma Other Income grown 3% from 2025. Other Income includes the following: extended check out fees, cancellation fees, online reservation fees, activities revenue, and laundry revenue from the profit and loss statements.

5. Year 1 Proforma Utility Income taken from the 2026 Budget to account for the increased seasonal long-term utility fees in 2026. Ownership has increased their long-term utility fees in 2026.

6. Year 1 Proforma Wi-Fi Revenue estimated to be \$2,600. Ownership will begin charging guests for use of its High-Speed Wi-Fi network throughout the park.

7. Year 1 Proforma R&M projected at 2026 Budget levels.

8. Year 1 Proforma Payroll projected at 2026 Budget levels. Ownership has reduced its 2026 budgeted payroll by approximately \$28K compared to 2025. Ownership said, "the majority of the park guests are long-term which requires much less staffing so beginning January 2026 we've right-sized the staffing for the requirements of the park."

9. Year 1 Proforma Admin expense projected at 2026 Budget levels 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 Newbooks and Insider Perks in the property package, which cost the park \$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."

10. Year 1 Proforma Adjusted Utilities grown 3% from 2026 Budget.

11. Year 1 Proforma Taxes take from the 2026 Budget.

12. Year 1 proforma COGS taken from 2026 Budget.

13. Year 1 Proforma Insurance expense set at \$47,924. The owner recently received the renewal policy quote. Beginning in April, the insurance premiums will be 6% less than last year's.

14. Year 1 Proforma Management Fees = 6% of Gross Income. Further note that an owner-operator would not incur this cost.

15. Numbers do not reflect actual expenses.

SITE MAP

BAYFIELD & DURANGO - COUNTY ROAD 601



RV SITE TYPES

RV Sites Near Vallecito Lake

- Vallecito Resort is located five minutes from Vallecito Lake with accessibility for boating, fishing, and hiking
- Boat parking at RV sites (size restrictions), or overflow parking available
- Offering 100 transient RV sites, including both back-in and pull-through options, accommodating RVs up to 45 feet in length
- Walkable to the Vallecito Lake dam, 15 minutes from downtown Bayfield and 30 minutes from Durango
- Amenities include laundry facilities, showers, cable TV, high-speed Wi-Fi, and recreational features like horseshoes, pavilion, a communal fire pit, playground, camp store, basketball, library and Main Hall (available for rent)
- Pet-friendly, with a limit of two per site
- RV sites may be booked daily, weekly, monthly, or for the season; seasonal sites are available from May 1 – September 30, 2026



Back-In Sites

- 30/50 AMP full-hookup
- Water, sewer, limited cable
- Fire ring upon request (limited availability)
- Picnic table
- Parking for one vehicle in addition to RV



Pull-Through Sites

- 30/50 AMP full-hookup
- Water, sewer, limited cable
- Fire ring upon request (limited availability)
- Picnic table
- Parking for one vehicle in addition to RV

CABIN RENTAL TYPES



One Room Studio Sleeps 2

- Cabin 9
- Open floorplan with a Queen bed
- Cozy sitting area with two recliners and a TV
- Stocked kitchen: oven with stovetop, refrigerator, coffee maker, pots and pans, utensils, toaster, microwave
- Full bathroom with a shower stall



One Bedroom Cabin Sleeps 4

- Cabin 2 & 5
- 1 bedroom with a Queen bed
- Living room has a Queen sleeper sofa, TV and DVD player
- Stocked kitchen: oven with stovetop, refrigerator, coffee maker, pots and pans, utensils, toaster, microwave
- Full bathroom with a shower/tub combo
- Covered front porch



CABIN & TENT RENTAL TYPES



Two Bedroom Cabin Sleeps 6

- Cabin 1, 3, 4, 7, 8
- Two bedrooms with a Queen bed in each
- Living room has a queen sleeper sofa, TV and DVD player
- Stocked kitchen: oven with stovetop, refrigerator, coffee maker, pots and pans, utensils, toaster, microwave
- Full bathroom with a shower/tub combo
- Covered front porch



Three Bedroom Cabin

- Cabin 6
- Three bedrooms with a Queen bed in each
- Living room has a queen sleeper sofa, TV and DVD player
- Stocked kitchen: oven with stovetop, refrigerator, coffee maker, pots and pans, utensils, toaster, microwave
- Full bathroom with a shower/tub combo
- Covered front porch



Three Bedroom Lodge

- Three bedrooms with a King bed in the master bedroom, and 1 Queen bed in both the second and third bedrooms
- Living room has a couch, TV and DVD player
- Stocked kitchen: oven with stovetop, refrigerator, coffee maker, pots and pans, utensils, toaster, microwave
- Two full bathrooms with a shower/tub combo in each
- Adjoining room with a washer and dryer
- Covered front porch
- Note: the Lodge is adjacent to the campground office



Tent Camping

Vallecito Resort offers a limited number of wooded tent campsites for a classic camping experience in the Colorado mountains.

- Tent sites are nestled among tall pines, offering shade, privacy, and a back-to-nature feel. Each site includes water and is located near a clean restroom facility.

LOCATION MAP & AREA ATTRACTIONS



AREA ATTRACTIONS



Vallecito Lake

The resort sits directly next to the Vallecito Lake, one of the largest and most scenic lakes in southwest Colorado. Surrounded by the stunning peaks of the San Juan Mountains, the lake is a year-round recreation destination known for boating, fishing, paddleboarding, and lakeside camping.

Durango

Durango is one of Southwest Colorado's premier year-round destinations, attracting over one million visitors annually. 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.



Silverton

About 66 miles north of the Vallecito 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.

Purgatory Resort

Located 44 miles from the Vallecito 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.



AREA ATTRACTIONS



Mesa Verde National Park

Located about 75 miles west of the Vallecito Resort, 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 88 miles from the Vallecito 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





VALLECITO DR

501

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Additional information for Vallecito Resort is available online at:
<https://tinyurl.com/vallecito-resort>



PLEASE DO NOT SPEAK WITH
TENANTS OR EMPLOYEES

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NEWMARK

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