



# 104 CIRCLE ROAD

RV PARK FOR SALE

Newport, Tennessee



# CHARLES HAWKINS CO.

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# Executive Summary

Charles Hawkins Co. is pleased to present **Unwind Acres**, a turnkey mixed-use RV park and tiny home community located at **104 Circle Rd., Newport, Tennessee 37821**. This well-maintained property offers an investment opportunity in the growing East Tennessee tourism market with a stable, long-term tenant base and multiple income streams.

Strategically positioned near major tourism destinations including Gatlinburg, Pigeon Forge, and Sevierville, guests enjoy convenient access to **Dollywood, Great Smoky Mountains National Park, Newport Speedway, and local distilleries**. This location in the foothills of the Smoky Mountains drives consistent demand while offering a quieter, small-town alternative to the busier tourist corridors.

**The property features** 10 full-hookup RV sites, 6 tiny homes, 1 2-story home, 1 modular 3-bedroom home with 2-car garage, a chapel, pavilion, and a laundry/game room facility on 4.1 acres.

With **long-term occupancy**, excellent infrastructure (primarily constructed in 2017), and minimal operational complexity, Unwind Acres represents a stable, lifestyle-oriented investment in a thriving tourism market.

**Size** ±4.08 Acre | ±177,725 Total Lot Square Feet

**Year Built** 2017

**Units** 10 RV Pads, 6 Tiny Homes/cabins, 1 2-Story Home, 1 Modular Home (3 BR/2 BA – 2 car garage), Pavilion, Chapel, Game Room & Laundry Facility

**PRICING**

**\$1,600,000**



CHARLES  
HAWKINS CO.



# Property Highlights

## Units/Amenities

- 10 Full-hookup RV sites (30/50-amp service, accommodates up to 40ft RVs)
- 6 Tiny homes/cabins
- 1 2-story home
- 1 Modular 3BR/2BA home with 2-car garage
- Chapel
- Pavilion
- Laundry & Game room combo building
- 13 security cameras in place with 3 more to be added by time of sale
- Storage/supplies bldg.

## Value Add

- Pavilion and chapel currently not marketed for events
- Marketing opportunities
- Expansion potential | 2 additional RV spaces and 2-3 tiny homes
- Optimize operations | Owner currently handles most duties

## FAQs

- **How Many Septic tanks are on the property?** 5 septic tanks
- **What is the metering setup for utilities?** Each pad and tiny home is individually metered for electricity except the red and green tiny cabins. The owner plans to have these meters in place by Spring. Water (master meter) and Internet are paid by the owner.
- **Are tenants on long or short-term leases?** RV pads and tiny homes/cabins are rented long-term. The modular home is rented short-term via AirBnB but has been rented previously at \$2,700/month. The two-story home has historically been rented short term but is now on a \$1,500/month LTR.
- **Rent roll shows 9 RV Pads?** Owner added RV Pad 10 in December 2025.
- **Why are pads 7 and 10 vacant on Rent Roll?** Pad 7 is where the owner keeps their own camper. Pad 10 was just added in December.
- **Immediate expansion opportunity?** 2 additional RV pads could be added but would need an additional septic tank. 2-3 more tiny cabins could be added. Need electrical/plumbing pedestals.
- **Seller Financing?** A seller carry could be considered with a considerable down payment and short balloon.
- **Note:** Electric bill back started in November of 2025. Previously, it was a \$75/month allowance for all RV spots, and tenants paid overages. Tenants now pay the entire electric bill.





Modular Home

Chapel

Tiny Homes  
& Pavillion

Laundry &  
Game Room

RV Pads

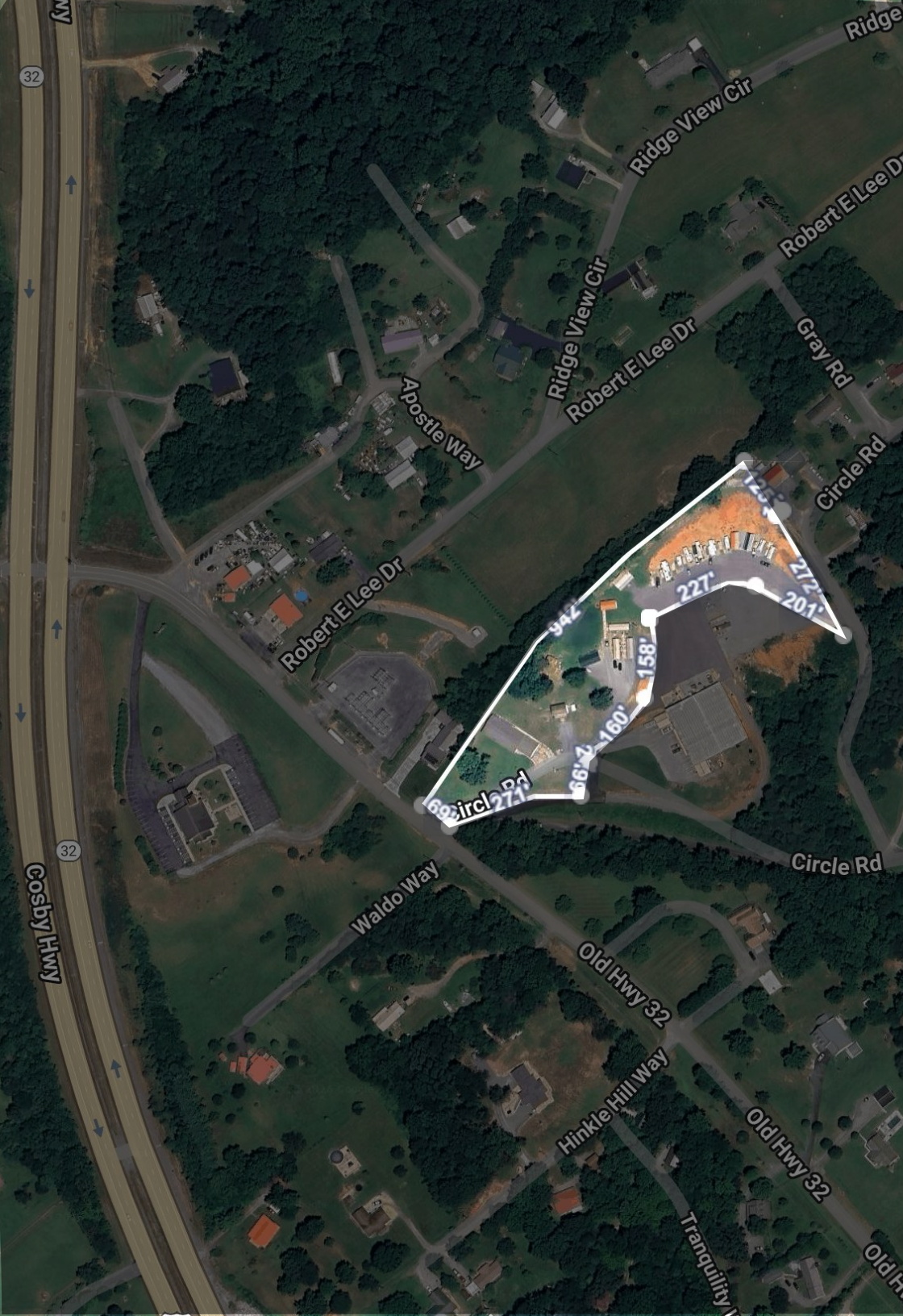
Tiny Cabins

2-Story Home









## DEMOGRAPHIC INFORMATION

### 2 Miles

**2,190**

Population

**859**

Households

**\$58,095**

Average Income

### 5 Miles

**12,875**

Population

**5,492**

Households

**\$57,320**

Average Income

### 10 Miles

**36,384**

Population

**15,465**

Households

**\$56,148**

Average Income

## Consumer spending

### 2 Miles

**\$25,961,354**

Total Spending

**\$27,885**

Average Household Spending

### 5 Miles

**\$148,144,692**

Total Spending

**\$26,975**

Average Household Spending



THE CITY OF

# NEWPORT

Tennessee

ESTABLISHED IN 1903

## NEWPORT TN COCKE COUNTY

Newport is the county seat of Cocke County in eastern Tennessee, located along the Pigeon River in the foothills of the Great Smoky Mountains.

It is a short drive from Gatlinburg, Pigeon Forge, and Sevierville, making it a good spot for visitors who want to explore the Smokies without staying in the busier tourist areas. Newport is a short drive from Dollywood, Great Smoky Mountains National Park, and plenty of outdoor activities.

Newport Speedway offers local racing events for motorsports fans. The area is known for its moonshining heritage, with distilleries like Cocke County Distillery and Popcorn Sutton Distilling offering tours and tastings.

The Pigeon River is popular for whitewater rafting, fishing, kayaking, and tubing. Anglers can catch rainbow trout, brook trout, and smallmouth bass, especially from May to October.

For hikers, the nearby Cosby area of Great Smoky Mountains National Park has trails like Hen Wallow Falls and Mount Cammerer Fire Tower. The Foothills Parkway offers scenic mountain views along a six-mile drive.

Located near Morristown and Dandridge, Newport gives you access to more shopping and dining options while keeping its small-town feel. Newport offers an authentic East Tennessee experience with mountain access, nearby attractions, and Appalachian heritage.



Actual (2025) & 5 Year Pro-Forma

Income	2025	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Potential Income	\$ 186,600	\$ 220,200	\$ 226,806	\$ 233,610	\$ 240,618	\$ 247,837
Vacancy & Rent Loss	27%	30%	23%	15%	15%	15%
Base Rent	\$ 137,044	\$ 154,140	\$ 174,641	\$ 198,569	\$ 204,526	\$ 210,661
Electricity	\$ 7,907	\$ 16,604	\$ 17,102	\$ 17,615	\$ 18,144	\$ 18,688
Laundry	\$ 5,400	\$ 5,562	\$ 5,729	\$ 5,901	\$ 6,078	\$ 6,260
Late Fees, Admin, Etc.	\$ -	\$ 4,624	\$ 5,239	\$ 5,957	\$ 6,136	\$ 6,320
<b>Effective Income</b>	<b>\$ 150,351</b>	<b>\$ 180,930</b>	<b>\$ 202,711</b>	<b>\$ 228,042</b>	<b>\$ 234,883</b>	<b>\$ 241,929</b>
Operational Expenses						
Internet	\$ 2,400	\$ 2,472	\$ 2,546	\$ 2,623	\$ 2,701	\$ 2,782
Utilities (Water & Electric)	\$ 30,044	\$ 30,946	\$ 31,874	\$ 32,830	\$ 33,815	\$ 34,830
Metering	\$ 630	\$ 690	\$ 711	\$ 732	\$ 754	\$ 777
Septic Maintenance	\$ 1,800	\$ 2,160	\$ 2,203	\$ 2,247	\$ 2,292	\$ 2,338
Insurance	\$ 8,800	\$ 10,560	\$ 10,771	\$ 10,987	\$ 11,206	\$ 11,430
Software (Website)	\$ 150	\$ 153	\$ 156	\$ 159	\$ 162	\$ 166
Landscaping	\$ -	\$ 4,200	\$ 4,284	\$ 4,370	\$ 4,457	\$ 4,546
Reserves for CapEx/Repairs	\$ -	\$ 5,428	\$ 6,081	\$ 6,841	\$ 7,046	\$ 7,258
Property Tax	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,500
Marketing	\$ -	\$ 3,200	\$ 1,800	\$ 1,200	\$ 1,224	\$ 1,248
Supplies	\$ -	\$ 1,000	\$ 1,020	\$ 1,040	\$ 1,061	\$ 1,082
<b>Total Operational Expenses</b>	<b>\$ 52,324</b>	<b>\$ 69,309</b>	<b>\$ 69,947</b>	<b>\$ 71,529</b>	<b>\$ 73,220</b>	<b>\$ 74,958</b>
<b>Expense Ratio</b>	<b>34.80%</b>	<b>38.31%</b>	<b>34.51%</b>	<b>31.37%</b>	<b>31.17%</b>	<b>30.98%</b>
<b>Net Operating Income</b>	<b>\$ 98,026.47</b>	<b>\$ 111,621.65</b>	<b>\$ 132,764.16</b>	<b>\$ 156,512.43</b>	<b>\$ 161,662.83</b>	<b>\$ 166,971.75</b>

Notes & Assumptions

**2025 Actual:** Septic Maintenance overstated: 3 risers installed for easier access. 2025 GPI assumes a monthly rental rate of \$2,200/month for the modular home. Currently rented as STR. Property taxes reassessed every 5 years. Most recently in 2025.

**Year 1:** 4 additional units added (2 RV pads and 2 Tiny Homes). Variable expenses increased 20% to account for expansion.

Electricity income jump accounts for missing bill-back for most of 2025.

**Year 2:** Rent additional units - stabilizing at 85%

**Late Fees, Admin, Etc.** set at 3% of "Base Rent"

**Landscaping** set at \$350/month

**Repairs & Maintenance** set at 3% of "Effective Income" (newer construction)

Income line items increasing 3% annually

Expense line items increasing 3% annually

Current Rent Roll 2/2026		
Unit	Monthly Rate	
Two story	\$	1,500.00
Tiny white	\$	1,300.00
Tiny red	\$	1,100.00
Tiny brown	\$	1,150.00
Tiny green	\$	1,150.00
RV pad 1	\$	550.00
RV pad 2	\$	550.00
RV pad 3	\$	550.00
RV pad 4	\$	550.00
RV pad 5	\$	550.00
RV pad 6	\$	550.00
RV pad 7	\$	-
Tiny Cabin Red	\$	850.00
Tiny Cabin Green	\$	850.00
RV pad 8	\$	550.00
RV pad 9	\$	-
RV pad 10	\$	-
Modular	Short Term Rental	
<b>Total Base Rent</b>	<b>\$</b>	<b>11,750.00</b>

**Notes**

Current Rent Roll 2/2026 does not include electrical bill-back income. Owner keeps their camper on RV Pad 7. RV Pad 10 was installed in Dec '25. Plans to begin renting in the Spring. Both Tiny Cabins will have electrical meters installed this Spring - owner currently covering electrical. Full electrical bill-back began in Nov '25. Modular home rented as an STR. Historically, it has been rented for up to \$2,700/Month.

Expansion Unit Mix & PGI			
Unit	Count	Rate	Annual
<b>Add: RV Pad</b>	2	\$ 550	\$ 13,200
<b>Add: Tiny Cabin</b>	2	\$ 850	\$ 20,400
<b>Two story</b>	1	\$ 1,500	\$ 18,000
<b>Tiny white</b>	1	\$ 1,300	\$ 15,600
<b>Tiny red</b>	1	\$ 1,000	\$ 12,000
<b>Tiny brown</b>	1	\$ 1,150	\$ 13,800
<b>Tiny green</b>	1	\$ 1,200	\$ 14,400
<b>Tiny Cabin Rd</b>	1	\$ 850	\$ 10,200
<b>Tiny Cabin Gr</b>	1	\$ 850	\$ 10,200
<b>RV Pad</b>	10	\$ 550	\$ 66,000
<b>Modular</b>	1	\$ 2,200	\$ 26,400
<b>Total</b>	<b>22</b>	<b>\$ 18,350</b>	<b>\$ 220,200</b>

Development Cost Estimate		
	Cost	Note
RV Pads (x2)	\$ 2,000	Lay Gravel, Stub out Utilities
Septic Tanks (x2)	\$ 8,000	Drop tank, riser, hookups
Tiny Cabins (x2)	\$ 130,000	\$65k/unit
Additional Infrastructure	\$ 2,000	Electrical & Plumbing/Pedestals for tiny cabins
<b>Total</b>	<b>\$ 142,000</b>	

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