



Holly Ridge,
North Carolina

OCEANS RV RESORT

4 STARS

226 SITES

#05330500 | 10/08/24

 **\$16,000,000**

TARGET PRICE

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Executive Summary



Property Highlights

- Desirable Market

- High Quality Amenities

- Municipal Water & Sewer

- Opened for Business in 2023

- Transient & Long Term Customers



Property Discussion



Oceans RV Resort


The Subject Property offers a compelling investment opportunity for seasoned RV resort operators looking to expand their footprint in the Southeast. Conveniently located within a short drive to both major employers and popular tourist attractions such as the beach, this resort is well-positioned for growth.

Since opening in February 2023, the property experienced initial challenges with a third-party management company but has since taken operations in-house, resulting in a significant turnaround. The resort has found success by focusing on transient tenants while maintaining a steady base of approximately 50 long-term tenants, each paying around \$950 per month. Of these, half are on 6-month leases, and the rest have annual agreements, ensuring a reliable income stream.

With high-end amenities and a commitment to exceptional customer service, the resort is quickly gaining a positive reputation, evidenced by its 4.5-star rating on Google. Repeat visitors are already becoming a key driver of revenue, supported by an industry-leading marketing firm that is further amplifying the park's visibility.

The forecasted growth is impressive, with expectations to reach \$10k per site within the next 12 months and potentially \$15k per site as the property reaches stabilization. This makes the resort an attractive option for investors seeking both short-term income potential and long-term value.





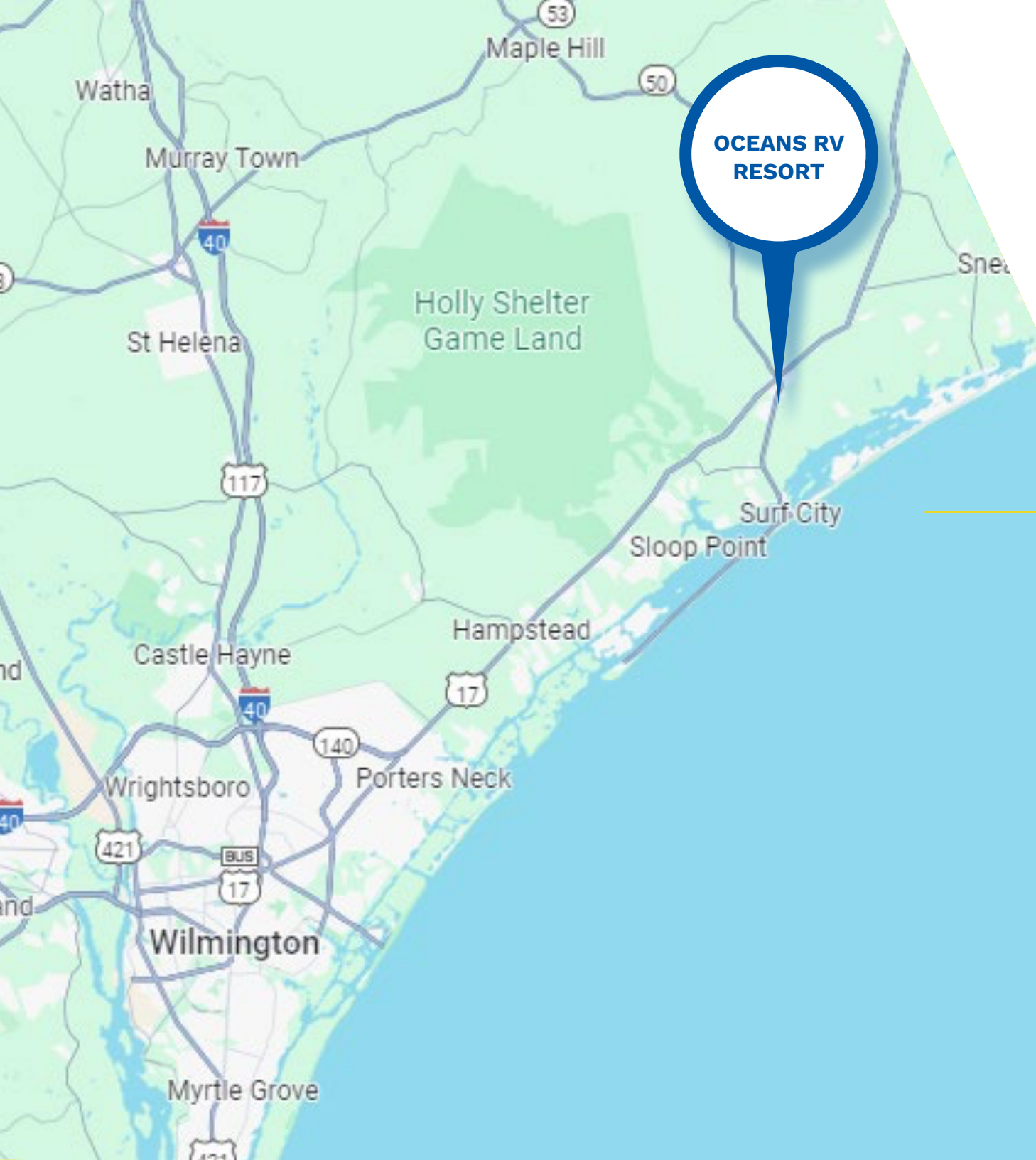
I have used Yale Capital and Chris San Jose for 12 CMBS loans, bank derivative fixed rate loans, and Freddie Mac and Fannie Mae loans. Chris and his team have done a fantastic job in securing the amounts and rates I was looking for. I will continue to use Chris in all my future financing needs.

Paul G. - Owner



Property Overview





**OCEANS RV
RESORT**

Region View

Oceans RV Resort

730 E Ocean Rd,
Holly Ridge, NC 28445

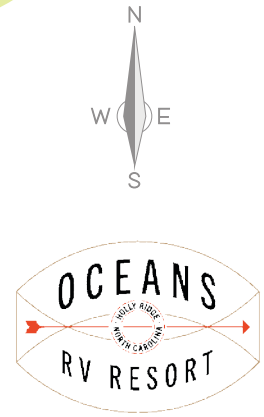
[View Live Map](#) 



Property Site Map

LEGEND

- | | | | |
|---|--|---|---|
|  | RESTROOMS/
SHOWERS |  | PREMIUM - EXTERIOR,
EXTENDED YARD |
|  | LAUNDRY |  | EXTERIOR PLUS -
EXTRA PARKING |
|  | POOL |  | EXTERIOR STANDARD |
| BH | BATH HOUSE |  | INTERIOR PLUS -
EXTRA PARKING |
|  | VISITOR PARKING |  | INTERIOR STANDARD /
BOAT PARKING & RV STORAGE
AVAILABLE |
|  | GOLF CART
PARKING | | • ALL SITES ARE
30/50 AMP, FHHU |
|  | PREMIUM
COTTAGE | | |
|  | POND FRONT -
EXTERIOR,
EXTRA PARKING | | |
|  | PULL THRU - INTERIOR | | |
|  | DELUXE - EXTERIOR,
EXTENDED YARD
& PARKING | | |



Parcel View

Oceans RV Resort

730 E Ocean Rd,
Holly Ridge, NC 28445

[View Live Map](#) 



Property Photos

PROPERTY SIGNAGE



1

AERIAL VIEW



2

AERIAL VIEW



3

AERIAL VIEW



4

CABIN/PARK MODEL



5

CABIN/PARK MODEL INTERIOR



6

[View Additional Photos](#) 



Property Photos

SWIMMING POOL/CLUBHOUSE



7

CLUBHOUSE INTERIOR



8

CONVENIENCE STORE



9

TIKI BAR INTERIOR



10

TIKI BAR EXTERIOR



11

FITNESS CENTER



12

[View Additional Photos](#) 



Property Photos

BATH & SHOWER FACILITY



13

PLAYGROUND



14

PET WASH



15

DOG PARK



16

PICKLEBALL COURT



17

PUTTING GREEN



18

[View Additional Photos](#) 



Property Video



[Play Video on YouTube](#) 



Aerial Retail

Local Essentials & Activities

In a 10 to 15 mile radius

- ✓ Supermarket and Shopping Center
- ✓ Medical Center and Pharmacy
- ✓ Restaurants and Bars
- ✓ Banks and ATMS
- ✓ Gas Station
- ✓ Parks and Recreation
- ✓ Major Highway
- ✓ Local Attractions
- ✓ Post Office
- ✓ Airport/School

OCEANS RV RESORT

Holly Ridge Airport-N21

K **DOLLAR GENERAL**

Walmart McDonald's FOOD LION p
DUNKIN' DONUTS DOLLAR GENERAL The UPS Store

Lake Linda's Farm



Surf City Park

Soundside Park

Kenneth D.Batts Family Park

Surf City



side

WEST ON BEA

Major Attractions/Events



Wilmington, NC, combines coastal beauty with rich history, featuring beautiful beaches and the charming Riverwalk. Its vibrant downtown, historic sites, and thriving arts scene make it an ideal destination for all interests. With outdoor adventures and family-friendly attractions, Wilmington offers something for everyone.

April
North Carolina
Azalea Festival



Held annually in April, this multi-day festival includes a grand parade, garden tours, concerts, fireworks, a street fair, and various arts and cultural events celebrating Wilmington's blooming azaleas.

October
Riverfest



Riverfest is a weekend-long event featuring live music, arts and crafts vendors, food trucks, fireworks, and a boat parade along Wilmington's Riverwalk.

May
Wilmington Wine
and Food Festival



This festival brings together wine and food enthusiasts for tastings, chef demonstrations, and pairings, with local and national wineries and restaurants participating.

July
Cape Fear
Blues Festival



Occurring in late summer, this festival showcases top blues artists with live performances at venues throughout Wilmington, including riverfront concerts and jam sessions.

October
Wilmington
Beer Week



This week-long celebration highlights the craft beer scene with events like beer tastings, brewery tours, tap takeovers, and beer-pairing dinners at local breweries and restaurants.

November
December



Cucalorus is a renowned independent film festival that showcases a wide variety of films, including documentaries, shorts, and feature-length movies, alongside art installations and workshops.



Visit Wilmington





I want to thank you and your team at Yale advisors for your professionalism and due diligence... you managed to organize and answer all questions for the buyer, creating a smooth transition... I would not hesitate to use your firm again.

Steven K. - Owner



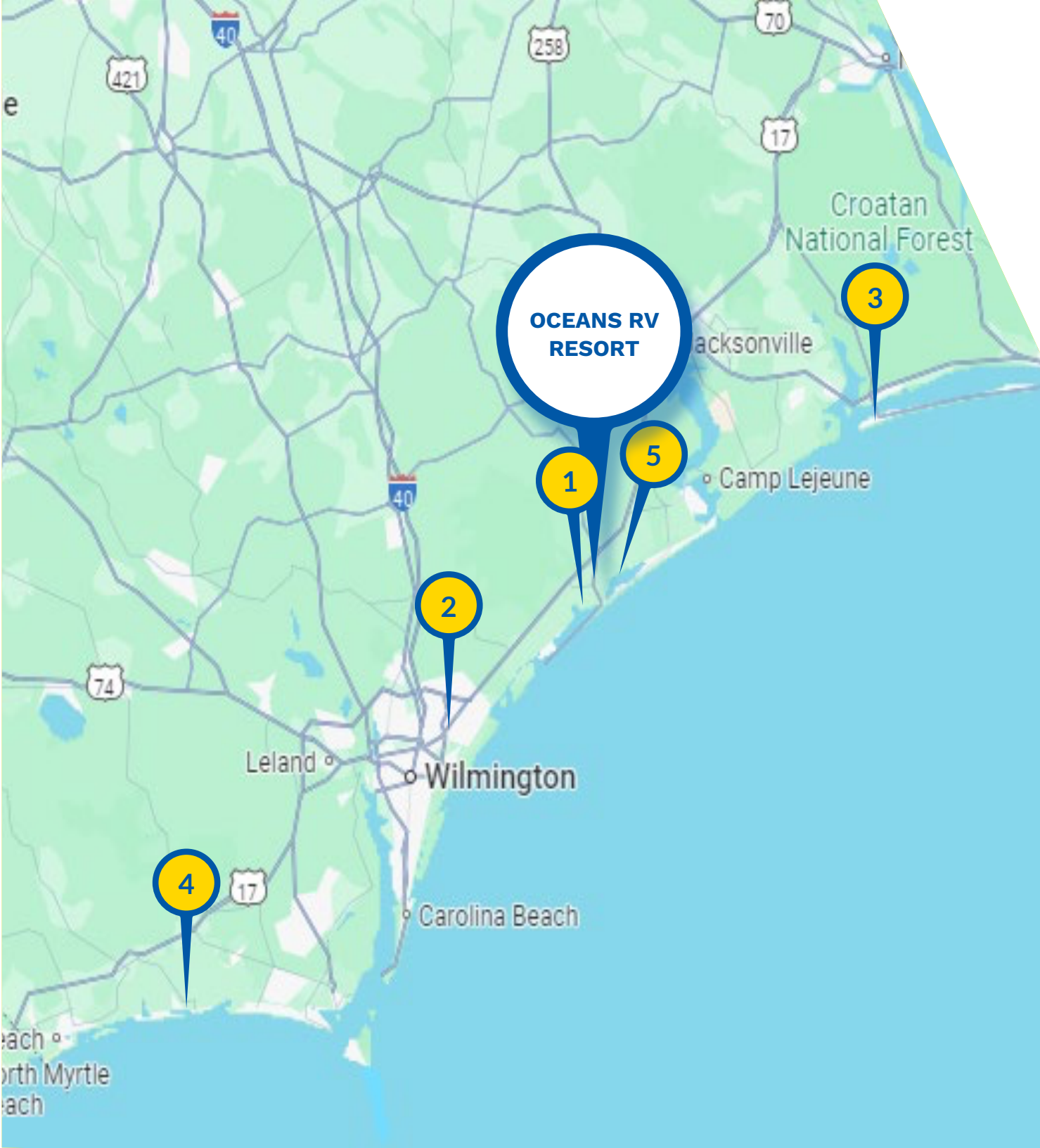
Comparative Market Analysis



Comp Map

Rent Comparable Properties

In a 20 mile radius



OCEANS RV RESORT

- 1 The Inlet at Lanier Pointe
- 2 Wilmington KOA Holiday
- 3 Holiday Trav-L-Park Resort
- 4 Holden Beach RV Campground
- 5 Topsail Sound RV Park



OCEANS RV RESORT

730 E Ocean Rd,
Holly Ridge, NC 28445



— Daily Rate	\$75
— Weekly Rate	\$448
— Monthly Rate	\$1,300
— Annual Rate	\$11,148
— Resident Type	ALL AGE
— No. of Sites	221

— Utilities Included:
Water, Sewer, Trash

— Amenities Included:

Swimming Pool, Fitness Center, Dog Park, Bar, Convenience Store, Fishing Pond, Free Wifi, Basketball Court, Pickleball Court, Corn Hole, Putting Green, Laundry Facility, Restrooms/Showers, Playground, On-Site Management, Paved Roads, Off-Street Parking

— Analyst Comments:

Rate based on standard interior site. Off season (Nov-Mar) it's \$1020 a month.

THE INLET AT LANIER POINTE

1161 Spot Ln,
Holly Ridge, NC 28445



— Daily Rate	\$91
— Weekly Rate	\$446
— Monthly Rate	\$1,320
— Annual Rate	\$13,200
— Resident Type	ALL AGE
— No. of Sites	447

— Utilities Included:
Water, Sewer, Trash

— Amenities Included:

Swimming Pool, Playground, Dog Park, Game Room, Restroom/Showers, Convenience Store, Laundry Facility, Boat Ramps, Fishing Pier, Waterfront, On-Site Management, Paved Roads, Off-Street Parking

— Analyst Comments:

Rates vary from \$1000-2250 based on location and size of the site. Rate displayed is based on a standard full hook up site in season.

WILMINGTON KOA HOLIDAY

7415 Market St,
Wilmington, NC 28411



— Daily Rate	\$75
— Weekly Rate	\$525
— Monthly Rate	\$1,200
— Annual Rate	\$12,600
— Resident Type	ALL AGE
— No. of Sites	85

— Utilities Included:
Water, Sewer, Trash

— Amenities Included:

Swimming Pool, EV Charging Stations, Laundry Facility, Restrooms/Showers, Pavilion, Playground, Basketball Court, Volleyball Court, Dog Park, Car Wash, Propane (\$), Cornhole, Pond, On-Site Management, Paved Roads, Off-Street Parking

— Analyst Comments:

\$1300 a month for a pull-thru site.



HOLIDAY TRAV-L-PARK RESORT

9102 Coast Guard Rd,
Emerald Isle, NC 28594



— Daily Rate	\$147
— Weekly Rate	\$903
— Monthly Rate	\$1,520
— Annual Rate	\$12,267
— Resident Type	ALL AGE
— No. of Sites	305

— Utilities Included:
Electric, Water, Sewer, Trash

— Amenities Included:

Swimming Pool, Fitness Center, Dog Park, Playground, Bar, Convenience Store, Fishing Pond, Free Wifi, Basketball Court, Pickleball Court, Corn Hole, Putting Green, Laundry Facility, Restrooms/Showers, Playground, On-Site Management, Paved Roads, Off-Street Parking

— Analyst Comments:

Rates vary due to dynamic pricing. The Resort closes from December to March. Daily rates can vary +/- \$40 depending on occupancy. To standardize comparison, the 9-month rate for this RV park was annualized and projected over 12 months. Electric is metered for long term stays.

[View Property's website](#) 

HOLDEN BEACH RV CAMPGROUND

2886 Holden Beach Rd SW,
Supply, NC 28462



— Daily Rate	\$85
— Weekly Rate	\$510
— Monthly Rate	\$1,300
— Annual Rate	\$11,600
— Resident Type	ALL AGE
— No. of Sites	112

— Utilities Included:
Water, Sewer, Trash

— Amenities Included:

Swimming Pool, Pickleball Court, Clubhouse, Laundry Facility, General Stroe, Playground, Wifi, Dog Park, Restrooms/Showers, On-Site Management, Paved Roads, Off-Street Parking

— Analyst Comments:

Off season (Oct-Mar) it's \$800 a month.

[View Property's website](#) 

TOPSAIL SOUND RV PARK

734 Morris Landing Rd,
Holly Ridge, NC 28445



— Daily Rate	\$86
— Weekly Rate	\$518
— Monthly Rate	\$1,152
— Annual Rate	-
— Resident Type	ALL AGE
— No. of Sites	345

— Utilities Included:
Electric, Water, Sewer, Trash

— Amenities Included:

Swimming Pool, Clubhouse, Fishing, BBQ Area, Basketball Court, Doh Park, Volleyball Court, Playground, Pavilion, Laundry Facility, Propane (\$), Restrooms/Showers, Convenience Store, On-Site Management, Paved Roads, Off-Street Parking

— Analyst Comments:

Off season (Nov-Apr) it's \$920 a month.

[View Property's website](#) 



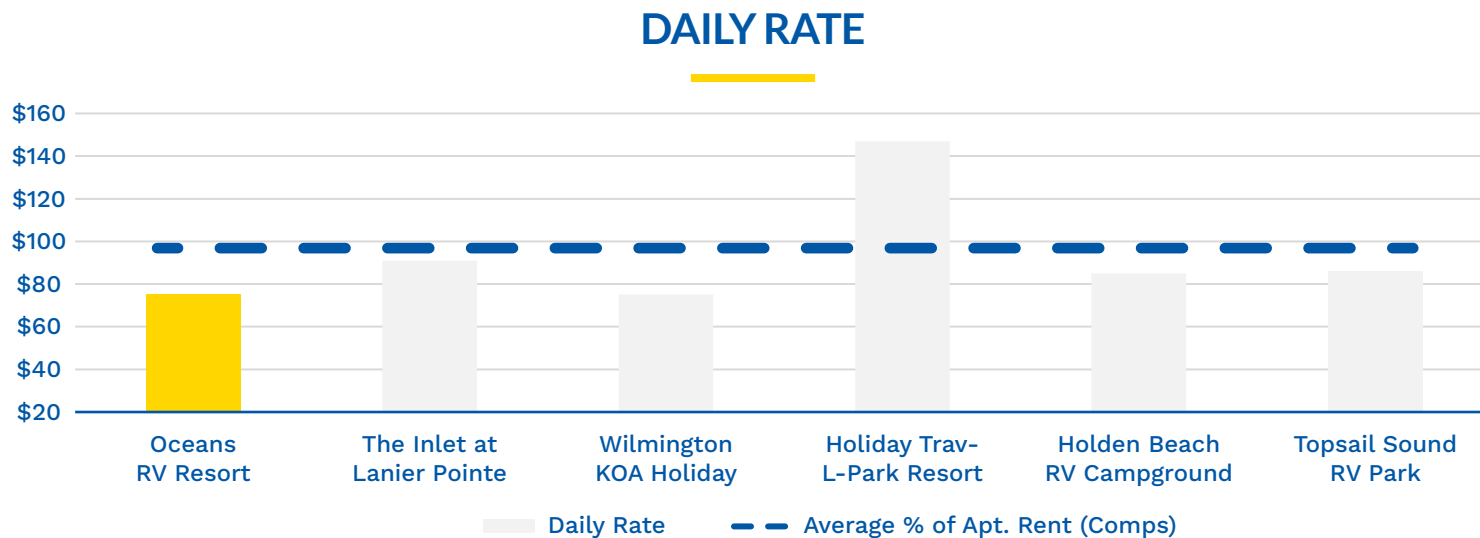
Rate Comparison Table

PROPERTY NAME:	UTILITIES INCLUDED:	*DAILY RATE:	*WEEKLY RATE:	**ANNUAL RATE:	TRANSIENT MONTHLY RATE:	ELECTRIC:	NET TRANSIENT MONTHLY RATE:
Oceans RV Resort	Water, Sewer, Trash	\$75	\$448	\$11,148	\$1,300	-	\$1,300
The Inlet at Lanier Pointe	Water, Sewer, Trash	\$91	\$446	\$13,200	\$1,320	-	\$1,320
Wilmington KOA Holiday	Water, Sewer, Trash	\$75	\$525	\$12,600	\$1,200	-	\$1,200
Holiday Trav-L-Park Resort	Electric, Water, Sewer, Trash	\$147	\$903	\$12,267	\$1,520	(\$50)	\$1,470
Holden Beach RV Campground	Water, Sewer, Trash	\$85	\$510	\$11,600	\$1,300	-	\$1,300
Topsail Sound RV Park	Electric, Water, Sewer, Trash	\$86	\$518	-	\$1,152	(\$50)	\$1,102
Average Comparable Rates		\$97	\$580	\$12,417	\$1,298		\$1,278

*Electric is included for daily and weekly rates

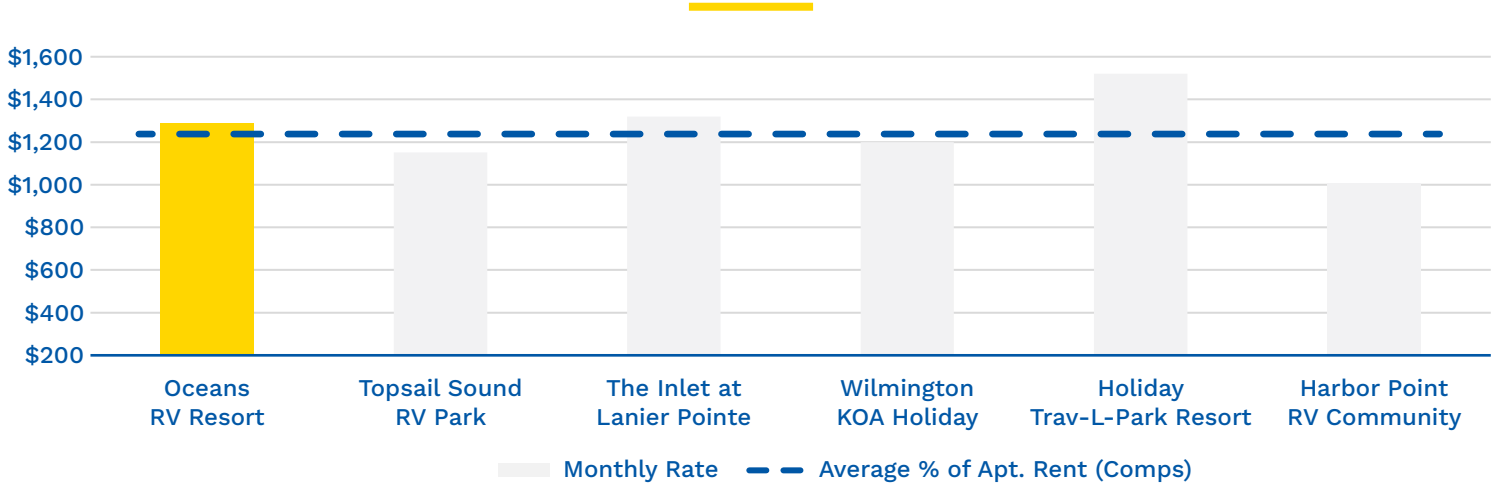
**Annual tenant monthly revenue is annualized to show the total annual revenue for each annual tenant

Rate Comparable Charts

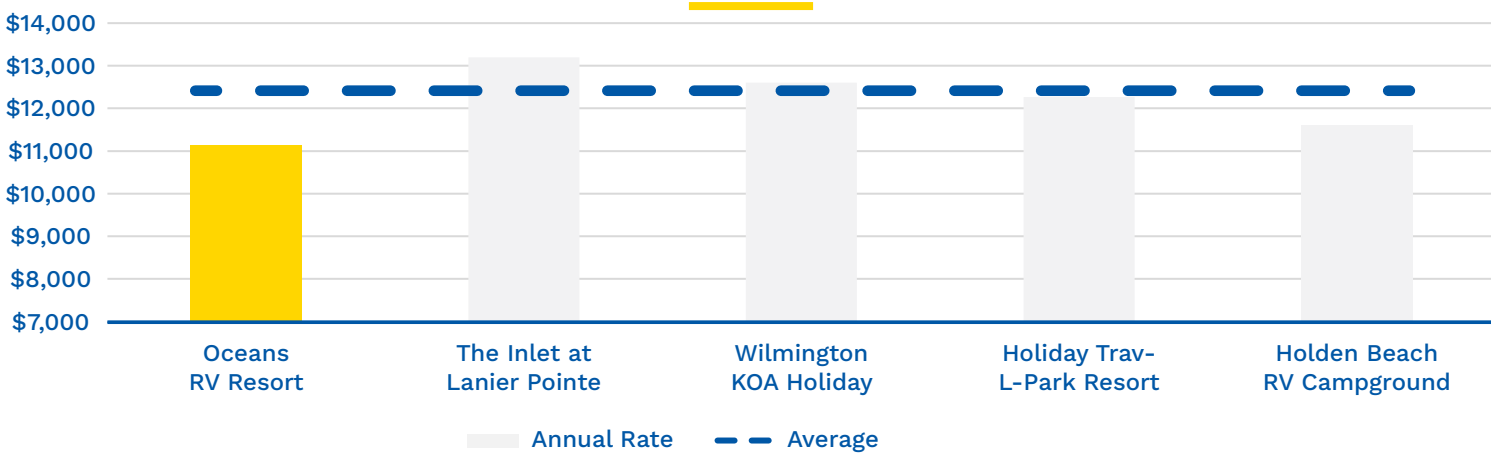


Rate Comparable Charts

NET TRANSIENT MONTHLY RATE



ANNUAL RATE



Market Overview



Location Overview



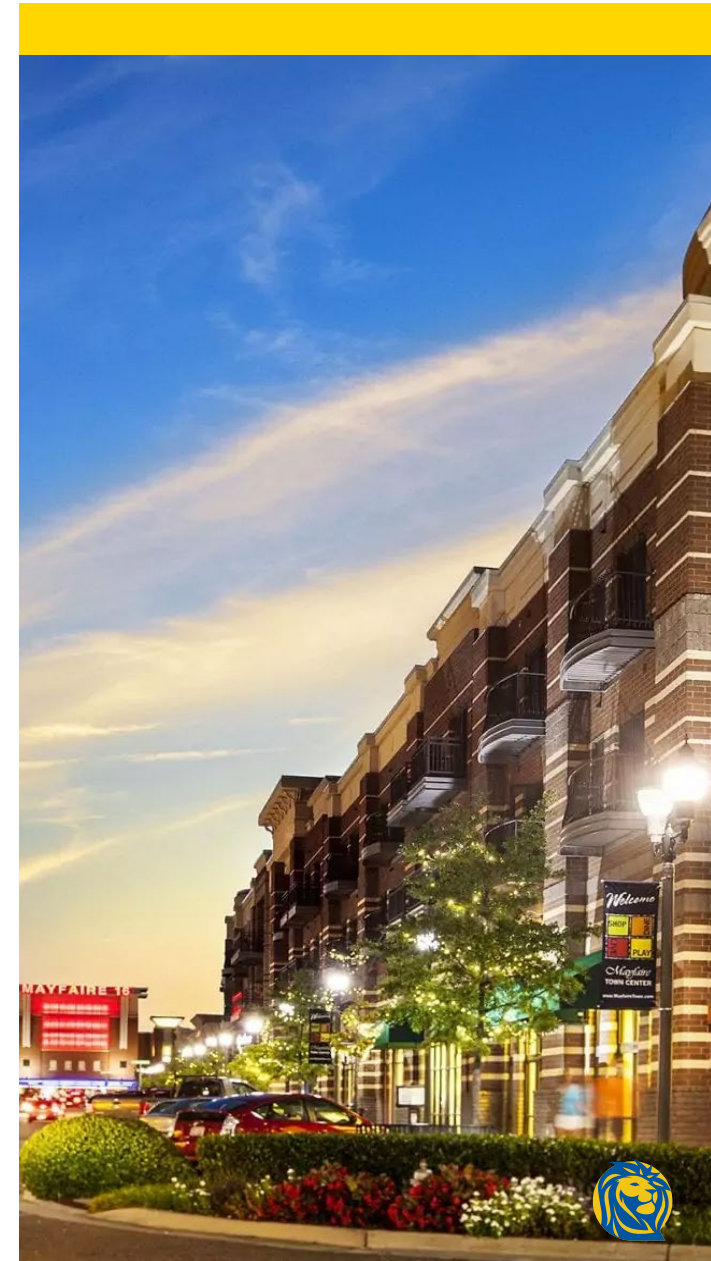
Wilmington, NC

The Port City

Wilmington, North Carolina, is located along the state's southeastern coast, offering a prime coastal location with access to the Atlantic Ocean and the Cape Fear River. The city is connected to major transportation routes, including Interstate 40, and is just a short drive from Raleigh and other key cities in the region. Wilmington's proximity to Wilmington International Airport (ILM) and the Port of Wilmington provides businesses with excellent logistical advantages for both domestic and international trade, making it a strategic location for companies looking to tap into coastal and global markets.

The economy of Wilmington is diverse and thriving, with major industries including tourism, film production, healthcare, and shipping. Tourism plays a vital role, thanks to the city's attractive beaches, historic downtown, and popular events. Wilmington is also home to a robust healthcare industry, with New Hanover Regional Medical Center as one of the largest employers. The film industry continues to be a major contributor, with the city often dubbed "Hollywood East" due to its popular film studios. Additionally, the Port of Wilmington supports a growing shipping and logistics sector, boosting the area's economic activity.

Wilmington offers numerous advantages for businesses, including a business-friendly environment and access to a skilled workforce. The city's coastal location provides easy access to global markets via the port, while its high quality of life, with a mix of natural beauty, cultural attractions, and affordable living, makes it attractive to both businesses and employees. Incentive programs and a strong local economy create an ideal environment for businesses to grow and succeed in Wilmington.



Demographic Overview




POPULATION
289,726




Since 2021, the population has increased by more than 1.5% and the median household income has increased by more than 9%.

LIVING STATUS
64% vs. 36%
 Homeowner Renter

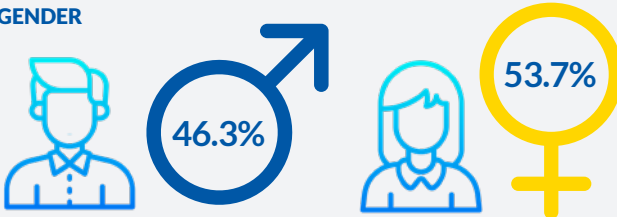
MEDIAN HOUSEHOLD INCOME
\$68,845




MEDIAN AGE
40.6



GENDER



46.3% (Male)
 53.7% (Female)

MEDIAN SALES PRICE
\$406,043



TOP 5 EMPLOYMENT INDUSTRIES


- Health Care & Social Assistance
- Retail Trade
- Accommodation & Food Services
- Educational Services
- Professional, Scientific, & Technical Services

RACE

- 76.1% White
- 12.2% African American
- 6.4% Hispanic/Latino
- 3.6% Multiracial
- 1.1% Asian
- 0.5% Other

EDUCATION

- 93.5% High School Diploma
- 43.6% College and Higher



[Click Here for Additional Key Statistics](#) 



Appendix



Property Financials & Documents



Property Photos

Click Here for Deal Room 



Property Maps

Links to property locations:

- Property View Live Map
- Region View Live Map



Wilmington, NC

Links to property city & stats:

- Key Statistics
- Additional Statistics
- Housing Market



Properties Websites

Links to all properties website:

- Oceans RV Resort
- The Inlet at Lanier Pointe
- Wilmington KOA Holiday
- Holiday Trav-L-Park Resort
- Holden Beach RV Campground
- Topsail Sound RV Park

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\$6.27B+
TOTAL
PRODUCTION

635+
TOTAL
COMMUNITIES

111,500+
TOTAL
SITES



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- 10 to 30 Year Terms
- 30 Year AM, up to Full Term Interest-Only
- Up to 80% LTV
- Non-Recourse

CMBS

- 5 to 10 Year Terms
- 30 Year AM, up to Full-Term Interest-Only
- Up to 80% LTC
- Non-Recourse

Bank Loans

- 5 to 10 Year Terms
- Up to 30 Year AM, Partial Interest-Only
- Up to 80% LTC
- Recourse or Partial Recourse

Bridge Loans

- 2 to 4 Year Terms
- Interest-Only
- Up to 80% LTC Including Cap-Ex
- Non-Recourse, Flexible/No Prepayment Penalty

Equity

- Sourcing Single Investor Funds for Proven MHC and RV Operators/Developers
- Development, Portfolio Expansion, Recapitalizations
- Flexible Deal Structure; Common, Preferred and Joint Venture Equity

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