

OFFERING MEMORANDUM

COUNTRY LANE RV PARK

14 NW PORTLAND ST, WILBUR, WA 99185

km Kidder
Mathews

TABLE OF CONTENTS

01

EXECUTIVE
SUMMARY

02

PROPERTY
OVERVIEW

03

LOCATION
OVERVIEW

04

FINANCIALS

Exclusively listed by

RAND HOFFMAN

503.502.1752

rand.hoffman@kidder.com

JOHN WALLACE

503.780.9087

john.wallace@kidder.com

KIDDER.COM



The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Kidder Mathews and should not be made available to any other person or entity without the written consent of Kidder Mathews.

This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Kidder Mathews has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Kidder Mathews has not verified, and will not verify, any of the information contained herein, nor has Kidder Mathews conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

This information has been secured from sources we believe to be reliable. We make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Recipient of this report must verify the information and bears all risk for any inaccuracies.



EXECUTIVE SUMMARY

INVESTMENT OVERVIEW

Country Lane Campground & RV Park and Sunny Meadows together comprise a campground, RV park, and manufactured housing community in Wilbur, Washington, offered as a single transaction across two parcels operating in tandem.

Country Lane functions as the campground and RV side of the operation, with 25 RV sites spanning full hookup 50/30 and 20-amp service and power/water-only options, along with additional tent and dry camping sites for those traveling without hookup needs. The park draws primarily transient guests, with a handful of longer-term monthly tenants rounding out occupancy. Sunny Meadows sits just across Golf Course Road and serves as the long-term manufactured housing component, with 14 spaces leased to an established tenant base. While the two parks are accounted for separately under current ownership, they function as a single enterprise and are offered together.

The Country Lane parcel includes several complementary income sources beyond site rent. Wilbur Tackle & Outdoor Store, located on-site and open to the public, is a community-facing outdoor supply shop carrying propane, fishing tackle and live

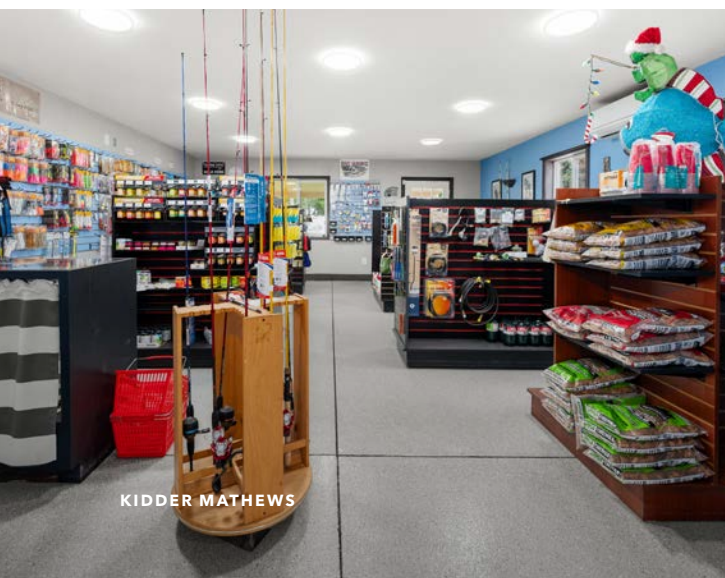
bait, hunting and fishing licenses, RV supplies, and a selection of food and sundry items. A newly installed commercial laundromat, also open to the public, adds a low-overhead recurring revenue stream and reinforces the property's role as a neighborhood amenity. The property also includes an owner's quarters in the form of a 14x60 manufactured home in need of cosmetic repairs, with potential to convert to an income-producing unit.

Despite the breadth of income sources, the operation is more straightforward than it might appear. Both parks connect to public water and sewer, eliminating the well and septic obligations common at this price point, and the current owners have run the full operation across both parcels with modest staffing support. The pro forma normalizes for management and staffing costs appropriate for a new owner. Over nearly a decade of ownership, they have built a 4.6-star Google rating, a measure of the goodwill and repeat

business that transfers with the sale. The property is well-suited to both an active owner-operator and an investor with on-site management in place.

The combined properties generate income across site rent, retail, propane, laundry, storage, and RV storage, with the pro forma incorporating the Sunny Meadows rate increase effective November 2025 and a bump in Country Lane's average monthly RV rate. At \$1,100,000, the asset offers meaningful operating diversification across site types, revenue streams, and tenant tenure, with limited direct competition in its immediate market. The sellers are offering seller carry financing, which sidesteps the underwriting friction that often slows conventional bank financing and allows a qualified buyer to close on terms that reflect the actual performance of the property and the full potential of what has been built here.





INVESTMENT *HIGHLIGHTS*

Property & Infrastructure

RV park, campground, and manufactured housing community offered as a single transaction across two parcels

25 RV sites with full hookup 50/30 and up to 20-amp service and power/water-only options; plus tent and dry camping

14 long-term RV spaces at Sunny Meadows, currently fully occupied

Country Lane RV occupancy reflects a mix of transient guests and long-term monthly tenants, with a consistent pipeline of new bookings throughout the coming season

Both parks served by public water and sewer

Nearly a decade of owner-operated management reflected in a 4.6-star Google rating

Location

Direct frontage on US Highway 2, Eastern Washington's primary east-west corridor

Approximately 20 miles from Lake Roosevelt National Recreation Area

Value-Add Opportunities

Commercial laundromat installed new in 2025, open to the public

Propane filling station and RV storage providing additional income

Opportunity to increase pricing and profit margin on retail sales and propane sales

Owner's quarters (14x60 manufactured home, cosmetic repairs needed) conveys with the sale; potential to convert to income-producing unit

Acquisition

Partial flood zone designation on Country Lane parcel; buyers should address in due diligence

Suitable for owner-operators or investors utilizing on-site management

Seller-carry financing available: \$300,000 down, 5% interest, 25-year amortization



WHY WE LIKE THIS OPPORTUNITY

MULTIPLE REVENUE STREAMS, BUILT-IN STABILITY

Country Lane and Sunny Meadows together generate income across long-term manufactured housing lot rent, transient and monthly RV and camping site rent, retail sales, propane filling, storage, and the commercial laundromat. Sunny Meadows is fully occupied, providing a predictable income base that cushions the seasonal variability inherent to campground operations. Country Lane operates with a blend of long-term monthly tenants and shorter-term guests, and the park is actively building toward its summer season. Wilbur Tackle & Outdoor Store and the commercial laundromat are open to the public, drawing customers from the broader Wilbur community and Highway 2 travelers beyond the park's own guest base. This breadth of revenue across tenancy types, stay durations, and commercial operations gives the property a stability and depth that single-use assets at this price point rarely offer.

OPERATIONALLY SIMPLE DESPITE ITS MOVING PARTS

Multiple revenue streams and two parcels might suggest a complex operation, but the day-to-day reality is more straightforward than the income statement implies. Both parks are on public water and sewer, eliminating the well maintenance, septic servicing, and regulatory exposure that burden many rural assets at this price point. The manufactured housing side requires minimal ongoing attention from ownership. The current owners have managed the full operation with modest staffing support, and the pro forma normalizes this for a new owner. For an investor evaluating rural assets, the combination of public utilities and an established operating rhythm meaningfully reduces the risk profile relative to what the asset type might otherwise suggest.

WHY WE LIKE THIS OPPORTUNITY CONT.

HIGHWAY 2 ACCESS & THE LAKE ROOSEVELT DRAW

Country Lane sits directly on US Highway 2, the primary east-west arterial through north-central Eastern Washington, connecting Spokane across the Columbia Plateau to Wenatchee and the Cascade foothills. Travelers moving between Spokane and central or western Washington pass directly through Wilbur, and the park's highway visibility makes it a natural stopping point for overnight and short-term visitors. For RV travelers approaching Lake Roosevelt from Spokane or points east, Country Lane is a well-equipped and conveniently positioned base, with hookups across multiple amperage levels, a dump station, showers, laundry, and an on-site store stocked for anglers and hunters. Nightly rates start at \$30 for power and water sites and reach \$60 for full-hookup 50-amp pull-thrus, representing genuine value relative to the premium-priced destination parks deeper into the recreation corridor.

SELLER-CARRY FINANCING ON FAVORABLE TERMS

The sellers are offering seller-carry financing at \$300,000 down, 5% interest, 25-year amortization. This structure is a meaningful advantage on an asset class that conventional lenders often struggle to underwrite accurately. Seller-carry sidesteps institutional friction, accelerates the path from contract to close, and allows a qualified buyer to structure a transaction on terms that reflect the actual income and character of the asset rather than a bank's standardized criteria. For buyers who have encountered financing challenges on rural or mixed-use hospitality assets, this is a direct solution.

RENT GROWTH WITH A DOCUMENTED STARTING POINT

Trailing figures reflect the operation as currently run, before recent increases have been fully absorbed. The scheduled rent roll, incorporating the Sunny Meadows rate increase effective November 2025, brings gross potential rent to \$114,453. The pro forma adds a bump in Country Lane's average monthly RV rate to \$200, bringing gross potential rent to \$136,700. Each step is specific and supportable. Washington's HB 1217 permits annual lot rent increases on manufactured housing spaces, and with Sunny Meadows at full occupancy, each adjustment flows directly to the bottom line. Nightly RV rates remain well below those at destination parks deeper in the recreation corridor, leaving room to grow as seasonal bookings strengthen.



PROPERTY OVERVIEW

PROPERTY OVERVIEW

PROPERTY INFORMATION

PROPERTY OVERVIEW

ADDRESS 14 NW Portland St, Wilbur, WA 99185

LAND AREA	Total	3.2 AC
	Developed	2.7 AC
	Undeveloped	0.5 AC

NO. OF SITES	Total	40
	50/30 back-in FHU	23
	50/30 pull-thru FHU	1
	30/30 pull-thru FHU	11
	30-amp power only	3
	Manufactured home	1
Tent site	1	

COUNTY Lincoln

ZONING Residential

INFRASTRUCTURE

ROAD & DRIVEWAY SURFACE Gravel

ROAD CONDITION Good

ELECTRICAL AMPERAGE Up to 30/50 amp

WATER LINE CONSTRUCTION PVC & CPVC

SEWER LINE CONSTRUCTION PVC

UTILITIES

	Provider	Paid By	Direct/Metered
WATER	Town of Wilbur	Landlord	N/A
SEWER	Town of Wilbur	Landlord	N/A
PROPANE	Valley Wide	Tenant	N/A
ELECTRICITY	Avista	Landlord	Submeter
TRASH	Town of Wilbur	Landlord	N/A



PROPERTY OVERVIEW



CURRENT SITE RATES

Site Type	# of Sites	Nightly	Weekly	Monthly
50/30 BACK-IN FHU	23	\$45	\$270	\$500
50/30 PULL-THRU FHU	1	\$60	\$360	\$650
30/30 PULL-THRU FHU	11	\$50	\$300	\$500
30-AMP POWER ONLY	3	\$35	\$210	–
TENTS	1	\$20	\$120	–

40

TOTAL NO. OF SITES

11

30/30 PULL-THRU FHU

23

50/30 BACK-IN FHU

3

30-AMP POWER ONLY

ONE

50/30 PULL-THRU FHU

ONE

TENT SITE



PROPERTY OVERVIEW





LOCATION OVERVIEW



EASTERN WASHINGTON

Wilbur, Washington, is a small agricultural community of approximately 855 residents in Lincoln County, situated in the rolling wheat and dryland grain country of Eastern Washington.

Founded along the stagecoach route between Davenport and the mining towns to the north, Wilbur developed in the late 1800s alongside the Great Northern Railroad and has remained a close-knit, stable community since. Lincoln County's economy is anchored by agriculture, primarily wheat production across the Columbia Plateau, which supports a steady local workforce and consistent demand for affordable housing. This agricultural foundation underpins the long-term tenancy at Sunny Meadows.

Wilbur sits along US Highway 2, Eastern Washington's primary east-west corridor. The highway carries a steady flow of travelers between Spokane and central Washington, and Wilbur is a natural pause point along the route. Within town, the everyday infrastructure is in place: a Dollar General, a well-regarded diner, a local burger joint, and the Big Bend Golf Course within walking distance of the park. Spokane, approximately 70 miles to the east, provides long-term residents access to a regional hub

for healthcare, employment, and retail without diminishing the rural affordability and quiet that draw people to Wilbur in the first place.

That same highway frontage connects Country Lane to a substantial recreational draw. Lake Roosevelt National Recreation Area lies approximately 20 miles to the north. The reservoir, formed by the Grand Coulee Dam, stretches nearly 150 miles through north-central Washington and draws boaters, anglers, and campers throughout the warm season. Banks Lake, another regional destination for fishing and water recreation, lies within roughly an hour to the south. For RV travelers approaching Lake Roosevelt from Spokane or the east, Country Lane functions as a convenient first-night stop, a base camp for the week, or a final layover on the return trip, reinforced by a full-service amenity set and an on-site store purpose-built for the anglers, hunters, and outdoor enthusiasts who travel this corridor.

LOCATION OVERVIEW



100-MILE RECREATION TRENDS & EXPENDITURES



1,503,594

TOTAL 2025 POPULATION



\$76,866

MEDIAN 2025 HH INCOME



\$97.6M

SPENDING: RECREATIONAL VEHICLES & FEES



\$463.4M

SPENDING: RECREATION & ENTERTAINMENT



168,485

WENT CAMPING LAST 12 MONTHS



223,162

WENT HIKING LAST 12 MONTHS



54,802

WENT BOATING LAST 12 MONTHS



123,727

FRESH WATER FISHED LAST 12 MONTHS

Data Source: Esri



FINANCIALS

ANNUAL CASH FLOW

INCOME	Jun '25 - May '26	Scheduled	Year 1	Notes
Gross Potential RV Rent	\$140,037	\$161,469	\$169,542	
Effective Rental Income	\$140,037	\$161,469	\$169,542	Normalized is current long-term rent roll annualized + historical transient occupancy. \$6K rent discount included for work camper.
Storage	\$810	\$1,240	\$1,277	One unit at \$700/yr. One unit at \$45/mo in Normalized.
Laundromat	\$10,484	\$10,484	\$10,799	Assume 3% increase for Year 1. Laundromat opened in May '25.
Propane	\$58,470	\$58,470	\$64,964	16,241 gallons at \$3.60/gallon. Year 1 shows raising the rate to \$4.00/gallon.
Store	\$83,096	\$83,096	\$85,589	Assume 3% increase for Year 1.
Total Other Income	\$152,860	\$153,290	\$162,629	
Effective Gross Income	\$292,897	\$314,759	\$332,171	

EXPENSES

Real Estate Taxes	\$2,982	\$2,982	\$3,071	T12 and from owner actuals. Assume 3% increase for Year 1.
Insurance	\$5,032	\$5,032	\$5,183	T12 and from owner actuals. Includes flood insurance. Assume 3% increase for Year 1.
Total Utilities	\$26,351	\$26,425	\$27,217	All utilities: Assume 3% increase for Year 1.
Electricity	\$16,988	\$16,988	\$17,497	T12 and from owner actuals. Does not include electricity billback from tenants.
Propane	\$691	\$691	\$712	T12 from actuals. Propane used for laundry driers and POH/Store heat.
City Water & Sewer/Garbage	\$6,226	\$6,226	\$6,413	T12 and from owner actuals.
Internet	\$2,446	\$2,446	\$2,595	T12 and from owner actuals.
Store Expenses - COGS	\$135,887	\$135,887	\$139,964	
Fishing/Hunting Items	\$19,054	\$19,054	\$19,626	T12 and from owner actuals. Assume 3% increase for Year 1.
Other Retail	\$11,123	\$11,123	\$11,457	T12 and from owner actuals. Assume 3% increase for Year 1.
Propane	\$29,722	\$29,722	\$30,613	16,241 gallons purchased at \$1.83/gallon.
Specialty Supplies	\$5,783	\$5,783	\$5,956	T12 and from owner actuals. Assume 3% increase for Year 1.
WA Dept of Fish & Wildlife	\$61,294	\$61,294	\$63,133	T12 and from owner actuals. Assume 3% increase for Year 1.
Sales Tax Payable	\$8,912	\$8,912	\$9,180	T12 and from owner actuals. Assume 3% increase for Year 1.

ANNUAL CASH FLOW CONT.

EXPENSES	Jun '25 - May '26	Scheduled	Year 1	Notes
Advertising	\$3,873	\$2,240	\$2,307	T12 actual includes a one-time sign expense of \$1,633. Normalized and 3% increase for Year 1.
Credit Card Processing	\$3,190	\$3,190	\$3,286	T12 and from owner actuals. Assume 3% increase for Year 1.
Payroll	\$3,645	\$12,000	\$12,360	Assume 3% increase for Year 1.
Repair/Maintenance/Landscaping	\$4,021	\$13,250	\$13,648	Normalizied to \$250 x 41 sites + \$3,000 for store, laudromat, POH.
Legal Fees	–	\$2,000	\$2,060	Normalized and assume 3% increase for Year 1.
Accounting & Tax Prep	\$770	\$770	\$793	Normalized and assume 3% increase for Year 1.
Administrative	–	\$3,148	\$3,242	Normalized and assume 3% increase for Year 1.
Phone/Internet/Cable	\$2,528	\$1,264	\$1,302	T12 and from owner actuals. Includes owner's cell phones and one park cell phone. Normalaized and assume 3% increase for Year 1.
Supplies/Fuel	\$1,307	\$1,307	\$1,347	T12 and from owner actuals. Assume 3% increase for Year 1.
Dues/Subscriptions/Permits	\$5,187	\$5,187	\$5,342	T12 and from owner actuals. Assume 3% increase for Year 1.
Operating Reserves	–	\$2,050	\$2,050	\$50/space per year required by lender (banks will not loan on this income).
Management	–	\$15,738	\$16,609	5% of income.
Total Expenses	\$194,774	\$232,470	\$239,781	
% Expense Ratio	66.5%	73.9%	72.2%	
Net Operating Income	\$98,123	\$82,289	\$92,390	

*Pricing Overview***\$1.1M**

SALE PRICE

\$27,500

SALE PRICE

8.0%

YEAR 1 CAP RATE

*Seller-Carry Available***\$300K**

DOWN PAYMENT

5.0%

INTEREST

25-YR

AMORTIZATION

Exclusively listed by

RAND HOFFMAN
503.502.1752
rand.hoffman@kidder.com

JOHN WALLACE
503.780.9087
john.wallace@kidder.com

KIDDER.COM