

OFFERING MEMORANDUM

# RICE HILL RV PARK

*43 RV Sites on 26.8 AC Available for  
Sale Along I-5 corridor in Oakland, OR*

1120 JOHN LONG RD, OAKLAND, OR

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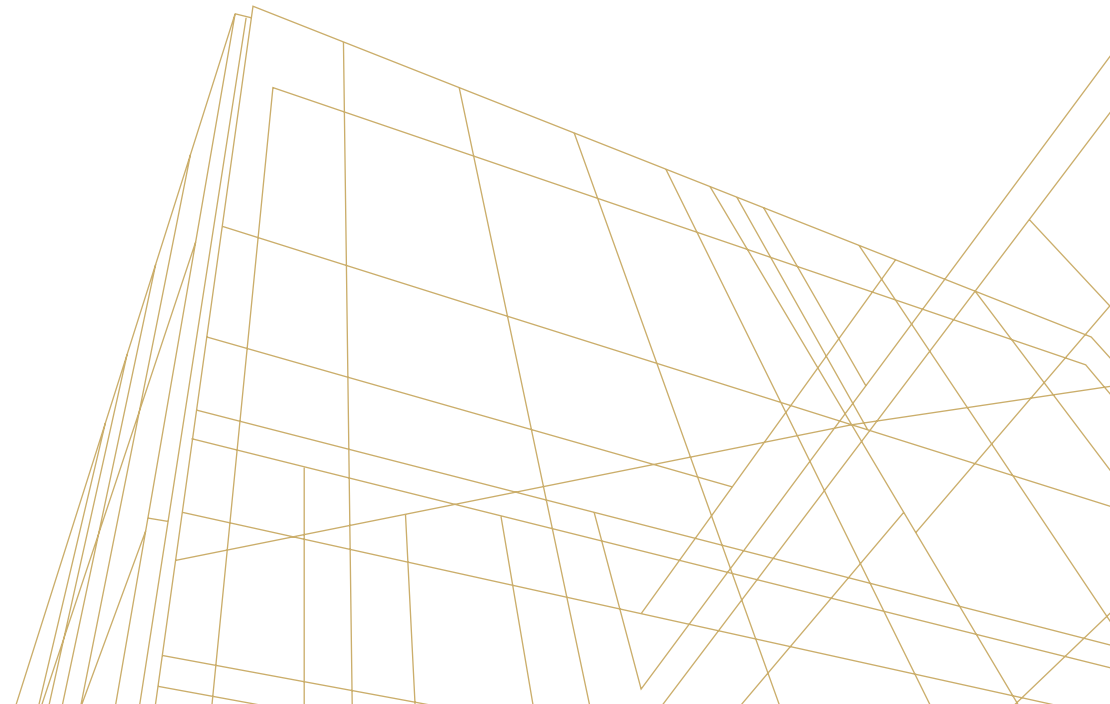
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*Exclusively listed by*

**RAND HOFFMAN**

Senior Vice President

503.502.1752

rand.hoffman@kidder.com

**JOHN WALLACE**

Associate

503.780.9087

john.wallace@kidder.com

**KIDDER.COM**



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# EXECUTIVE SUMMARY

# TURNKEY RV COMMUNITY WITH *100% OCCUPANCY*

Rice Hill RV Park is a 43-site long-term RV community set on 26.8 acres along the I-5 corridor in Oakland, Oregon. The park offers a strong amenity package for its size: a large park office, a clubhouse, showers, a laundry facility, and paved roads and driveways in excellent condition throughout. The property is served by an on-site well and septic system. As of 2026, the park operates on a monthly-only basis with no short-term or transient stays.

Current occupancy is 100%, with 42 of 43 sites filled and a waiting list in place for the remaining vacancy. Turnover is low; the majority of residents have been in place for multiple years. Four residents serve as park hosts, receiving a 50% reduction on lot rent in exchange for staffing the office and handling routine

maintenance. The park operates without a third-party management company. On-site storage at \$40 per month and propane sales contribute additional revenue.

Rice Hill's location works well for long-term residents. A Flying J Travel Center with Denny's, Subway, a burger joint, and Cinnabon is within a half-mile walk. Oakland's historic downtown is 15 minutes away. Roseburg, approximately 25 miles south along I-5, provides a full range of retail and services including Walmart, Costco, Home Depot, and In-N-Out Burger. Eugene, home of the University of Oregon, is approximately 45 minutes north.



# INVESTMENT OVERVIEW

Current in-place rents average approximately \$585 per month, while comparable parks along the I-5 corridor and in Douglas County are achieving rates in the \$650 to \$800 range. A 9% increase in Year 1 would bring average rents to approximately \$637 per month, a level well-supported by local comps. The path to market rents is straightforward and does not require capital investment or operational repositioning to pursue.

Beyond the rent increase, several operational adjustments contribute meaningfully to the income picture. R&M is normalized in our underwriting given the absence of near-term capital needs, septic maintenance costs are normalized to a sustainable annual figure, and cable TV service is proposed for cancellation. Individually, each is a modest line item; together, they produce a notably cleaner return profile than the trailing financials reflect.

At the asking price of \$2,600,000 (\$60,465 per site), the asset is priced in line with comparable transactions in southern and central Oregon. With 100% occupancy, a waiting list, rents meaningfully below market, and no near-term capital requirements on the horizon, Rice Hill offers an incoming owner a clean path to improved returns from early on.

## *Property Highlights*

43 RV sites on 26.8 acres

100% occupied with a waiting list

Long-term operation as of 2026; no short-term or transient stays

Established resident base with low turnover

Park host model: four residents receive 50% off lot rent in exchange for office staffing and maintenance

No third-party management company

In-place rents averaging approximately \$585 per month; market rents \$650 to \$800 in the corridor

9% rent increase modeled in Year 1

On-site storage at \$40 per month

On-site propane sales

No near-term capital expenditures identified

Paved roads and driveways in excellent condition; no flood zone exposure

**\$2,600,000**

ASKING PRICE

**\$60,465**

PER SITE



# WHY WE LIKE THIS OPPORTUNITY

## NEAR-FULL OCCUPANCY WITH LOW TURNOVER

Rice Hill typically operates at or near 100% occupancy, with a waiting list. Most residents have been in place for several years and turnover is low. For an incoming owner, that means a stable income base from day one, without the lease-up work that many value-add acquisitions require.

## MEANINGFUL RENT UPSIDE

In-place rents average approximately \$585 per month. Nearby parks, including Pass Creek RV Park in Cottage Grove (\$650 to \$800 per month) and Oak Hills RV Resort in Sutherlin (\$650 to \$700 per month), demonstrate that a well-maintained monthly park in this corridor supports materially higher rents. A 9% increase in Year 1 brings Rice Hill to approximately \$637 per month on average, still below the top of the local market, with room for continued growth in subsequent years.

## AN EFFICIENT OPERATING STRUCTURE WITH ROOM TO OPTIMIZE

The park host model keeps payroll expense manageable. Four residents handle office staffing and day-to-day maintenance in exchange for 50% off their lot rent, and no third-party management company is involved. Beyond payroll, several straightforward operational adjustments contribute meaningfully to the income picture: R&M is normalized in our underwriting given the absence of near-term capital needs, septic maintenance costs are normalized to a sustainable annual

figure, and cable TV service is proposed for cancellation. On-site storage at \$40 per month and markup income from the on-site propane sales add to the revenue picture with little meaningful overhead attached.

## A WELL-MAINTAINED ASSET WITH NO NEAR-TERM CAPITAL REQUIREMENTS

The property is in good order throughout. Landscaping is mature, common areas are clean, and the amenity package presents well for a park of this size. Roads and driveways are paved and in good repair. With no significant deferred maintenance or infrastructure concerns on the horizon, an incoming owner can focus on operating the park rather than repairing it.

## A LOCATION WITH GENUINE RECREATIONAL APPEAL

Rice Hill's I-5 position gives residents walkable access to the Flying J Travel Center, with fuel, sundries, and multiple dining options on-site. Oakland's historic downtown is 15 minutes away, and Roseburg's retail corridor is just 25 miles south. Eugene is approximately 45 minutes north of the park and brings with it the dining, entertainment, medical, and cultural amenities of a sizable college town. For day trips, Crater Lake, Diamond Lake, Seven Feathers Casino, and Wildlife Safari are all within reach. The surrounding area offers considerably more than the address might suggest.



# PROPERTY OVERVIEW

# PROPERTY INFORMATION

## PROPERTY OVERVIEW

ADDRESS	1120 John Long Rd, Oakland, OR	
NO. OF SITES	<b>Total</b>	<b>43</b>
	Pull-Thru	25
	Back-In	18
OCCUPANCY	100%	
LAND AREA	26.8 AC	
AMENITIES	Laundry & shower facilities, clubhouse, gathering room/deck area	
ELECTRICITY	All sites are up to 20/30/50 amp	

43

NO. OF SITES

26.8 AC

LAND AREA



# PROPERTY OVERVIEW



# LOCATION OVERVIEW

# *STRATEGICALLY* LOCATED ALONG I-5

*Situated between Roseburg and Eugene, Douglas County's economy draws on timber, agriculture, healthcare, and service industries.*

Oakland, Oregon sits along the I-5 corridor in Douglas County, situated between Roseburg and Eugene. For a monthly RV park, the I-5 location generates consistent awareness among residents seeking stable, affordable housing along a major western corridor, without the transient exposure that comes with a short-term highway-fronting operation.

Rice Hill's immediate surroundings offer residents a layered set of conveniences. A Flying J Travel Center, half a mile from the park, provides fuel, snacks, sundries, and dining options including Denny's, a burger joint, Subway, and Cinnabon. Oakland's historic main street, approximately 15 minutes from the park, features well-preserved brick storefronts dating to the 1880s and listed on the National Historic Register, along with antique shops, a hardware store, the Oakland Tavern, and a disc golf course. Just 25 miles south on I-5, Roseburg delivers the kind of retail depth that makes a small-town address genuinely livable: Walmart, Costco, Home Depot, and In-N-Out Burger are all there, along with a full range of dining and medical services. Eugene, home of the University of Oregon, is approximately 45 miles north along I-5 and offers the amenities of a mid-size university city.

The broader regional activity corridor adds meaningful lifestyle depth. Wine tasting is available throughout the region. Seven Feathers Casino Resort sits just south at the Canyonville exit. Wildlife Safari, Umpqua River fishing, and the scenic Covered Bridge Tour are all within easy range, as is the Gold Mine Museum in Cottage Grove. Crater Lake and Diamond Lake are within day-trip distance. It is a small-town address with a surprising amount surrounding it.



# LOCATION OVERVIEW



# FINANCIALS



## ANNUAL CASH FLOW

INCOME	2025	Normalized	Year 1	Notes
<b>Gross Potential RV Rent</b>		\$295,332	\$329,412	Normalized: Current rent roll annualized with payroll discounts and 1 vacant lot assumed Year 1: Full occupancy with vacancy factor applied below
Vacancy/Collections			(\$16,471)	
% Vacancy/Collections			5%	5% vacancy per bank guidelines
<b>Effective Rental Income</b>		\$295,332	\$312,941	
<b>Other Income</b>				
Storage		\$3,360	\$3,662	9% increase for Year 1
Utility Billback		\$36,634	\$40,882	90% billback per owner
Propane		\$14,365	\$16,031	Assume 1.5x Propane COGS
<b>Total Other Income</b>		<b>\$54,359</b>	<b>\$60,575</b>	
<b>Effective Gross Income</b>	<b>\$326,526</b>	<b>\$349,691</b>	<b>\$373,516</b>	2025 EGI includes income from all sources (rents, utility bill back, storage, propane), and included 10-12 sites run transient. 2026 park is 100% monthly. Normalized break out other income sources

## EXPENSES

Real Estate Taxes	\$12,800	\$12,800	\$13,184	Assume 3% increase for Year 1
Insurance	\$10,000	\$10,000	\$10,300	Assume 3% increase for Year 1
<b>Total Utilities</b>	<b>\$80,250</b>	<b>\$68,343</b>	<b>\$76,267</b>	
Electricity Utility	\$40,704	\$40,704	\$45,424	Plus 1 lot and Assume 3% increase for Year 1
Propane	\$8,744	\$8,744	\$9,758	Plus 1 lot and Assume 3% increase for Year 1
Water (Well)	\$4,706	\$4,706	\$5,251	Assume 3% increase for Year 1
Septic Maintenance	\$12,371	\$6,000	\$6,696	Normalized and assume 3% increase for Year 1
Trash Disposal	\$5,189	\$5,189	\$5,790	Assume 3% increase for Year 1
Internet	\$7,840	\$3,000	\$3,348	Normalized and assume 3% increase for Year 1
TV	\$696	\$0	\$0	Cancel service

## ANNUAL CASH FLOW

EXPENSES (CONT)	2025	Normalized	Year 1	Notes
Payroll	\$834	\$12,000	\$12,360	2025: 4 residents received 50% off lot rent to work in office and maintenance, included in rent. Normalized to \$1,000 per month plus rent discounts, then 3% increase in Year 1
Repair and Maintenance	\$9,669	\$12,750	\$12,750	Normalized to \$250 per site +\$2000 for office/clubhouse
Landscaping	\$2,663	\$2,663	\$2,742	Assume 3% increase for Year 1
Legal Fees	\$0	\$1,000	\$1,030	Normalized to \$1k, Assume 3% increase for Year 1
Accounting and Tax Prep	\$598	\$598	\$616	Assume 3% increase for Year 1
Administrative	\$3,057	\$3,057	\$3,149	Assume 3% increase for Year 1
Advertising	\$13,683	\$1,000	\$1,030	Cancel Billboard ±\$12k annual
Phone	\$1,218	\$1,218	\$1,254	Assume 3% increase for Year 1
Supplies	\$5,505	\$5,505	\$5,671	Assume 3% increase for Year 1
Bank Fees	\$4,236	\$2,000	\$2,136	No more transient stays in 26, Year 1 scales up with revenue
Automotive and Fuel	\$2,400	\$2,400	\$2,472	Park comes with 2 Kubota side-by-sides and 3 high quality riding motors. Assume 3% increase for Year 1
Licensing and Permits	\$4,417	\$4,222	\$4,349	Lodging tax no longer paid in Normalized (all long-term), assume 3% increase for Year 1
Operating Reserves		\$2,150	\$2,150	\$50/space per year required by lender (banks will not loan on this income)
Management		\$17,485	\$18,676	Currently owner operated, Normalized to 5% of income
<b>Total Expenses</b>	<b>\$151,330</b>	<b>\$159,191</b>	<b>\$170,137</b>	
% Expense Ratio	46.3%	45.5%	45.5%	
<b>Net Operating Income</b>	<b>\$175,195</b>	<b>\$190,501</b>	<b>\$203,380</b>	
CapEx	\$12,500			
<b>Price</b>	<b>\$2,600,000</b>	<b>\$2,600,000</b>	<b>\$2,600,000</b>	
Cap Rate	6.7%	7.3%	7.8%	
Price Per Space	\$60,465	\$60,465	\$60,465	
Cash on Cash (\$1M down, 5% I/O)	9.5%	11.1%	12.3%	

PRICING  
OVERVIEW

*\$2.6M*

SALE PRICE

*\$60,465*

PRICE PER SITE

*7.3%*

NORMALIZED CAP RATE

SELLER  
CARRY

*\$1.0M*

DOWN

*5 YRS I/O*

QUALIFIED BUYERS

*5.00%*

INTEREST

*11.1%*

CASH ON CASH RETURN  
NORMALIZED

## RENT ROLL

Space #	Status	Rent Due	Space Rent	Additional Occupant Storage
1	Occupied	10th	\$575	
2	Occupied	4th	\$755	
3	Occupied	3rd	\$575	
4	Occupied	15th	\$575	
5	Occupied	18th	\$600	
6	Occupied	1st	\$575	\$40
7	Occupied	2nd	\$451	
8*	Occupied	7th	\$288	
9	Occupied	15th	\$575	
10	Occupied	26th	\$575	
11	Occupied	3rd	\$600	
12	Occupied	28th	\$575	\$40
13	Occupied	1st	\$625	
14	Occupied	18th	\$528	
15	Occupied	18th	\$625	
16	Occupied	11h	\$575	
17	Occupied	28th	\$625	
18	Occupied	15th	\$935	
19	Occupied	1st	\$600	
20*	Occupied	22nd	\$288	
21	Occupied	15th	\$575	
22	Occupied	2nd	\$523	

Space #	Status	Rent Due	Space Rent	Additional Occupant Storage
23	Occupied	9th	\$575	
24	Occupied	28th	\$575	\$40
25*	Occupied	29th	\$288	
26	Occupied	14th	\$523	\$40
27	Occupied	9th	\$550	\$40
28	Occupied	5th	\$625	
29	Occupied	3rd	\$575	
30	Occupied	–	\$625	
31	Occupied	2nd	\$575	
32	Occupied	27th	\$575	
33	Occupied	15th	\$523	
34	Occupied	26th	\$575	
35	Occupied	15th	\$575	
36	Occupied	23rd	\$575	
37	Occupied	28th	\$575	\$40
38*	Occupied	1st	\$288	\$40
39	Occupied	25th	\$575	
40	Occupied	1st	\$625	
41	Occupied	3rd	\$523	
42	Occupied	20th	\$575	
43	Occupied	27th	\$575	

### Current Rent

**\$23,461**  
MONTHLY

**\$281,532**  
ANNUAL









### Storage Rent

**\$280**  
MONTHLY

**\$3,360**  
ANNUAL

## SALE COMPARABLES

Kidder Mathews Park Team Sales

	Property Name	Sale Date	Sale Price	Sites	Price Per Site	Year Built
	 <b>RICE HILL RV PARK</b> 1120 John Long Rd, Oakland, OR	—	\$2,600,000	43	\$60,465	2003
01	 <b>SEAPORT RV PARK</b> 63301 Boat Basin Rd, Coos Bay, OR	3/20/2026	\$700,000	27	\$25,926	1990
02	 <b>WINSTON RV &amp; COTTAGES</b> 230 NW Main St, Winston, OR	3/16/2026	\$1,420,000	22	\$64,545	1945
03	 <b>WELLS CREEK RV PARK</b> 32761 State Hwy 38, Scottsburg, OR	3/4/2026	\$1,100,000	19	\$57,895	1969
04	 <b>HECTA BEACH RV PARK</b> 4636 Heceta Beach Rd, Florence, OR	1/30/2026	\$3,600,000	51	\$70,588	1992
05	 <b>WHITE HORSE RV PARK &amp; STORE</b> 7501 Lower River Rd, Grants Pass, OR	11/14/2025	\$2,150,000	42	\$51,190	1991
06	 <b>BRIDGEVIEW RV PARK</b> 8880 Rogue River Hwy, Grants Pass, OR	9/16/2025	\$2,600,000	40	\$65,000	2003
07	 <b>WAGNER CREEK ESTATES</b> 205 S Pacific Hwy, Talent, OR	8/28/2025	\$1,725,000	25	\$69,000	2021

## RENT SURVEY

Property Name	Total Spaces	Distance from Subject Property	Monthly RV Rent	Tenant Pays	Occupancy
<b>RICE HILL RV PARK</b> 1120 John Long Rd, Oakland, OR	43	—	\$575-\$625	Electric	100%
<b>01 HI-WAY HAVEN RV PARK</b> 609 Fort McKay Rd, Sutherlin, OR	101	13 miles	\$695-\$795	Electric	N/A
<b>02 PASS CREEK RV PARK</b> 201 Curtin Park Rd, Cottage Grove, OR	29	15 miles	\$650-\$800	None	100%
<b>03 OAK HILLS RV RESORT</b> 1916 Recreation Lane, Sutherlin, OR	41	16 miles	\$650-\$700	Electric	N/A
<b>04 ROSEBURG MH &amp; RV PARK</b> 2071 NE Stephens St, Roseburg, OR	122	28 miles	\$695	E/W/S/G	95%
<b>05 RISING RIVER RV PARK</b> 5579 SW Grange Rd, Roseburg, OR	90	38 miles	\$750-\$850	Electric	93%
<b>06 UMPQUA SAFARI RV PARK</b> 511 NE Main St, Winston, OR	52	40 miles	\$630	Electric, Water	98%
<b>07 SOUTH FORK RV PARK</b> 250 Winston Section Rd, Winston, OR	32	41 miles	\$650	Electric, Sewer	100%

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[rand.hoffman@kidder.com](mailto:rand.hoffman@kidder.com)

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Associate

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