

Fly Casters

RV PARK & RESORT

21655 Crater Lake Hwy 62 | Shady Cove, Oregon 97539



Jones Lang LaSalle Brokerage, Inc.





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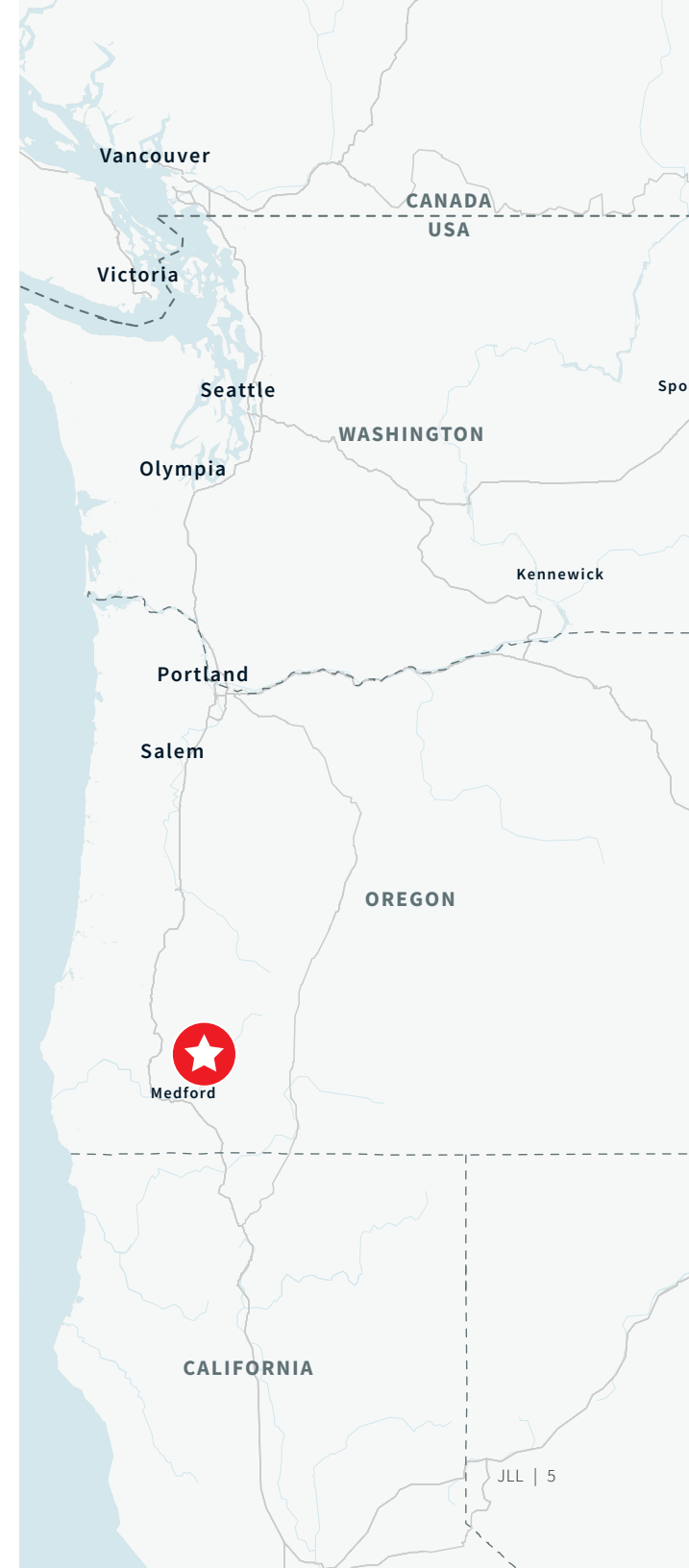
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The offering

JLL, as the exclusive advisor, is proud to present the opportunity to acquire Fly Casters RV Resort (the “Property”), a 3.71-acre transient RV park nestled in Shady Cove, Oregon. This attractive offering features a 46-site RV park complemented by five on-site cabins, all conveniently situated along the Rogue River, a renowned rafting destination in the region. The Property boasts an array of desirable amenities, including 50 amp, full hookup sites, proximity to prime fishing and hunting grounds, laundry facilities, high-speed internet access, showers, cable hookups, cabin rentals, and pull-through sites. Located just 35 minutes from downtown Medford, the area’s economic hub, Fly Casters RV Resort serves as an ideal retreat for weekend adventurers, out-of-state travelers, and snowbirds throughout the year.

Investing in this RV park presents a compelling opportunity to capitalize on Jackson County’s year-round outdoor appeal and flourishing tourism industry. Positioned as a gateway to world-renowned attractions such as Crater Lake National Park, the Umpqua National Forest and the Rogue River, the area attracts a diverse array of RVers, fisherman, hunters, boaters and rafting enthusiasts. From outdoor adventurers to wine connoisseurs and culture seekers drawn to the famous Oregon Shakespeare Festival, this property is poised to benefit from the region’s broad appeal and steady visitor influx.





Property overview

Property name

Fly Casters RV Resort

Address

21655 Crater Lake Hwy 62
Shady Cove, Oregon 97539

County

Jackson

Parcel

30129667

Total land size

3.71 AC

Zoning

General Commercial

Community type

RV (All-age)

Number of RV sites

46

Number of cabins

5

Net Operating Income

\$331,039

Occupancy

Varies (average +80% year round)





Investment highlights



Well-known RV Resort located along the Rogue River, attracting repeat guests year after year



Average yearly occupancy of +80%



Located within close proximity to Crater Lake National Park (43 mi.)



Rural appeal with urban conveniences: Directly adjacent is a popular Mexican cuisine restaurant, along with direct access to a local market, Dollar General, Ace Hardware, and multiple bars and restaurants via US-62



\$400K of capital improvements made



Flexible seller financing: Offering potential investors the unique chance to purchase through seller financing with negotiable terms, providing rare flexibility in acquisition strategies

People aged 65 and older account for a significant share of total demand for RV park sites. This age segment's share of the population is expected to rise with the progressive aging of the baby boomer population in the near future as evidenced by an estimated peak of 11,200+ retirees each day in 2024.

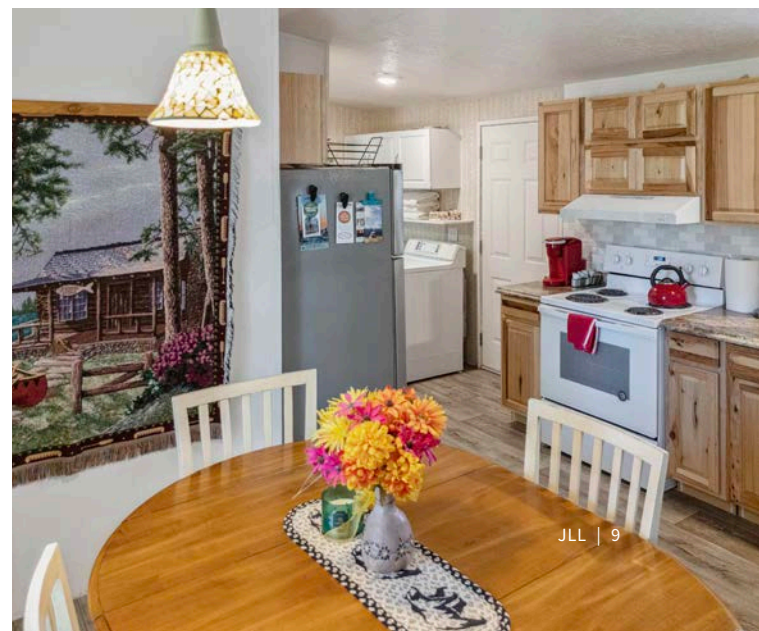
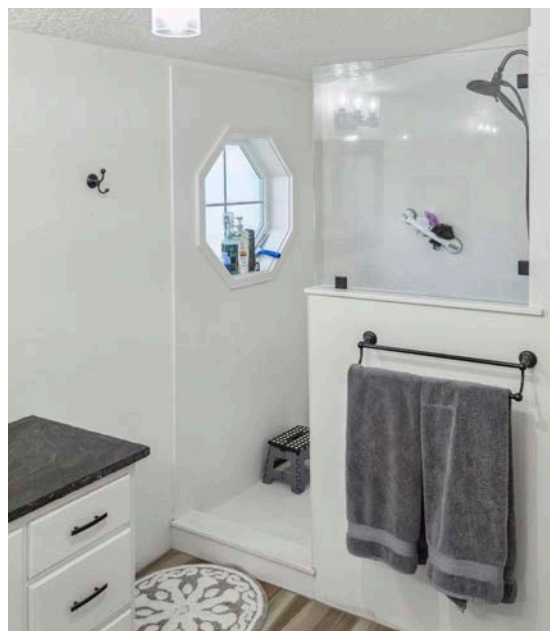


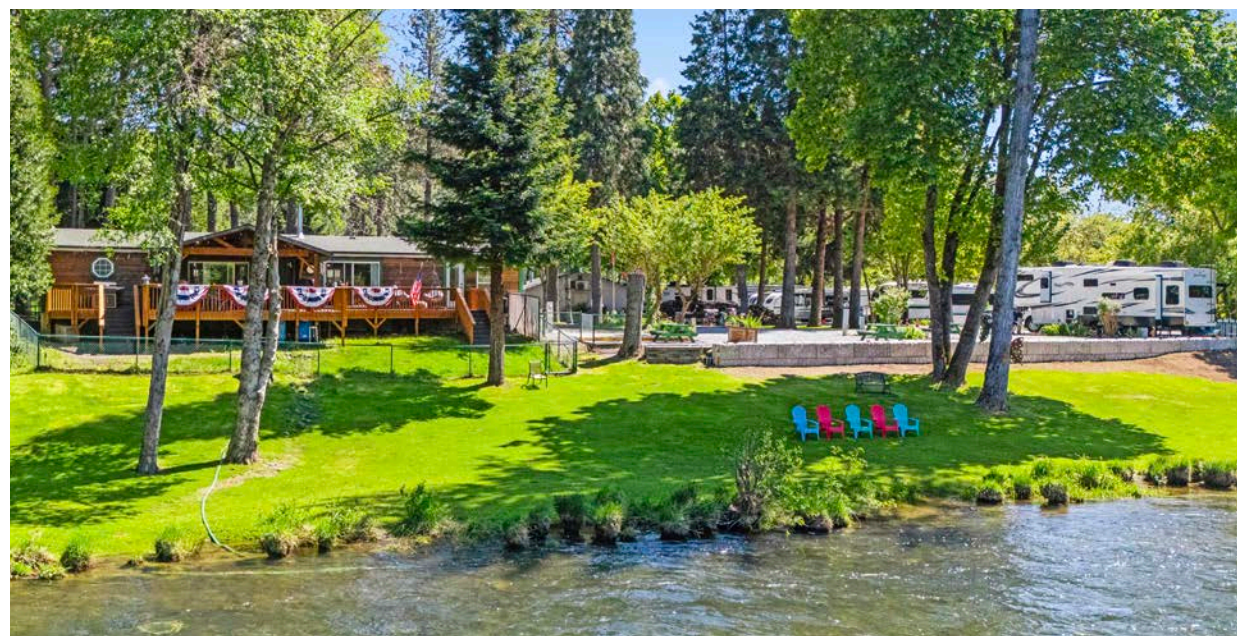
Cost effective travel and recreation

The outdoor hospitality industry has experienced steady growth over the past decade, more recently experiencing a robust increase in demand as a result of the pandemic. The industry is primarily driven by travel-related trends, with trips to campgrounds and RV parks being considered cost-efficient alternatives to traditional vacations. The cost of visiting a campground and using RV facilities is less expensive compared to other types of accommodations. Therefore, this Property provides investors with a resilient asset during periods of economic softening and income diversification from manufactured housing and RV income.

RV communities tend to attract an older guest demographic with advantages of flexibility and freedom to visit several places, as well as the availability of a wide range of services catered to that age group. Greater RV demand from this group has translated into more potential customers for the outdoor hospitality industry, increasing the need for highly-amenitized RV parks. Simultaneously, younger customer groups are expanding as camping has increased in popularity as a less expensive type of vacation.

Sources: Protected Lifetime Income



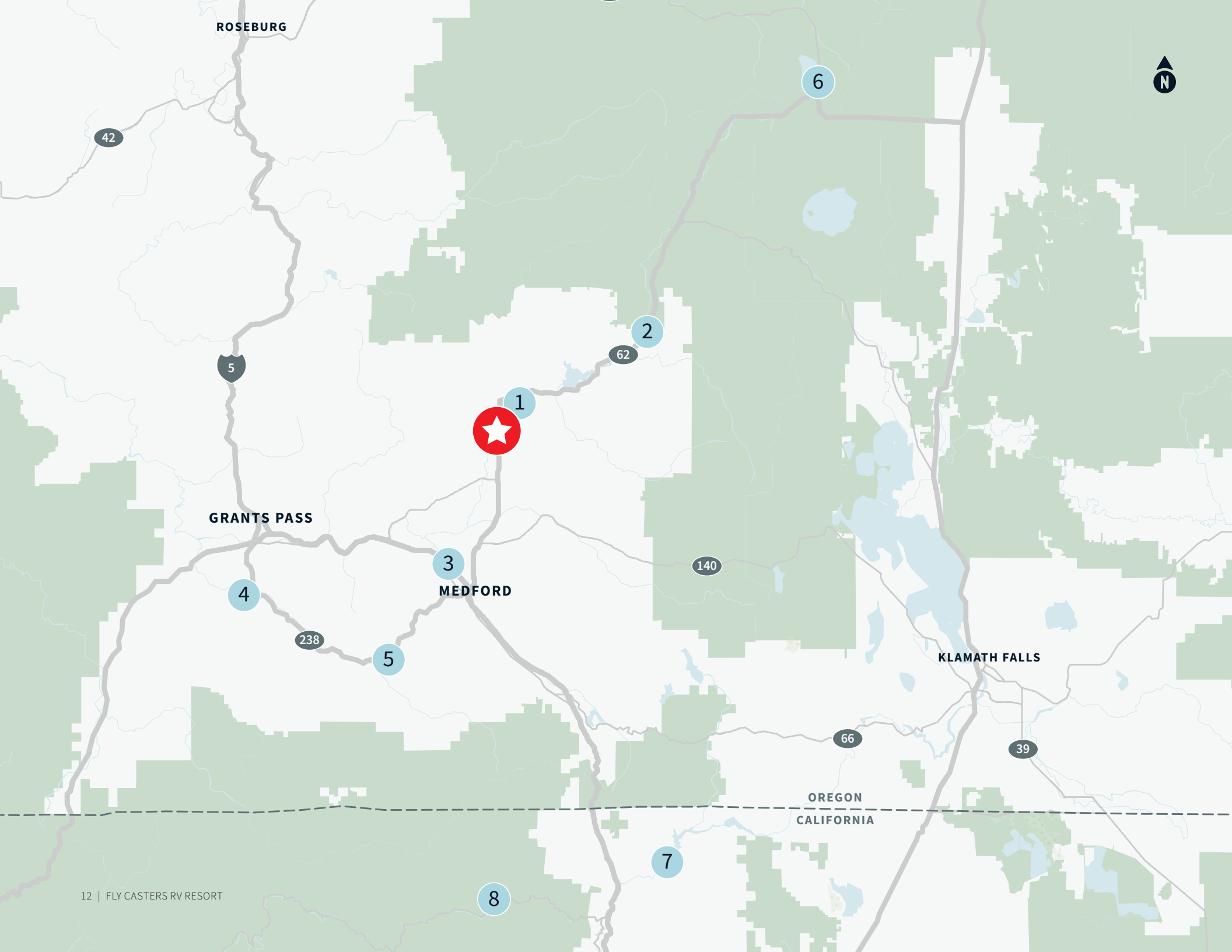


Proforma

	Historical statement		JLL 2025 Budget			Forecast					
	2025 Buget	%EGI	As-Is	PUPA/%		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
Revenue	Inflation		3.0%			8.0%	5.0%	3.0%	3.0%	3.0%	3.0%
(1) RV Income	566,600		566,600	11,110		611,928	642,524	661,800	681,654	702,104	723,167
Spec Leasing	-		-	-		-	-	-	-	-	-
Revenue Total	566,600		566,600	11,110		611,928	642,524	661,800	681,654	702,104	723,167
(2) Vacancy	-		(28,330)	5.0%		(30,596)	(32,126)	(33,090)	(34,083)	(35,105)	(36,158)
Net Rental Income	566,600		538,270	10,554		581,332	610,398	628,710	647,571	666,999	687,009
Total Other Income	-		-	-		-	-	-	-	-	-
Effective Gross Income	566,600		538,270	10,554	%EGI	581,332	610,398	628,710	647,571	666,999	687,009
Expenses											
(4) Utilities	(60,692)	10.7%	(62,513)	(1,226)	14.8%	(64,388)	(66,320)	(68,309)	(70,359)	(72,469)	(74,644)
(4) Property Taxes	(13,000)	2.3%	(13,390)	(263)	11.5%	(13,792)	(14,205)	(14,632)	(15,071)	(15,523)	(15,988)
(4) Repairs & Maintenance	(800)	0.1%	(10,200)	(200)	0.5%	(10,506)	(10,821)	(11,146)	(11,480)	(11,825)	(12,179)
(5) Management Fee	-	0.0%	(26,914)	(528)	3.0%	(29,067)	(30,520)	(31,436)	(32,379)	(33,350)	(34,350)
(7) General & Administrative	(11,088)	2.0%	(11,421)	(224)	1.4%	(11,763)	(12,116)	(12,480)	(12,854)	(13,240)	(13,637)
(4) Payroll	(90,000)	15.9%	(65,025)	(1,275)	2.9%	(66,976)	(68,985)	(71,055)	(73,186)	(75,382)	(77,643)
(4) Insurance	(6,800)	1.2%	(7,004)	(137)	3.1%	(7,214)	(7,431)	(7,653)	(7,883)	(8,120)	(8,363)
(6) Professional Service Fees	(450)	0.1%	(10,765)	(211)	0.5%	(11,627)	(12,208)	(12,574)	(12,951)	(13,340)	(13,740)
Total Operating Expenses	(182,830)		(207,231)	(4,063)		(215,332)	(222,606)	(229,284)	(236,163)	(243,248)	(250,545)
Expense Ratio	32%		38%			37%	36%	36%	36%	36%	36%
Net Operating Income	383,770		331,039	6,491		365,999	387,792	399,426	411,409	423,751	436,463
(7) Replacement Reserves	-		(2,550)	(50)		(2,627)	(2,705)	(2,786)	(2,870)	(2,956)	(3,045)
Cash Flow Before Debt Service	383,770		328,489	6,441		363,373	385,087	396,639	408,539	420,795	433,419

Footnotes:

- | | |
|---|------------------------------------|
| (1) UW to current Gross revenue | (5) 5% of EGI |
| (2) General vacancy of 5.0%. No bad debt or concessions. | (6) UW to 2.0% of EGI |
| (3) 2024 figures +3.0%. | (7) \$50/site replacement reserves |
| (4) 2024 figures + 3.0%. R&M normalized to \$200/site. Payroll of \$1275/site | |



ROSEBURG



6

42

5

2

62

1

GRANTS PASS

4

3

MEDFORD

140

238

5

KLAMATH FALLS

66

39

OREGON
CALIFORNIA

7

8

Rent comparables

	Property Name	Address	City	RV Rate	Cabin Rate	Services Included	Comments
	 Fly Casters RV Resort	21655 Crater Lake Hwy 62	Shady Cove	\$69.99 -74.99	\$169-189	W/S/T/I	
1	Rogue River RV Park	21800 Crater Lake Hwy	Shady Cove	\$49-63	-	W/S/T/I	
2	Crater Lake RV Park	46611 OR-62	Prospect	\$43	-	W/S/T/I	
3	Southern Oregon RV Park	11 Peninger Road	Central Point	\$45-47	-	W/S/T/I	
4	Applegate RV Resort	7350 New Hope Rd	Grants Pass	\$20-95		W/S/T/I	Rates vary based on hookups and included Golf package
5	Ryan's Outpost	181 Upper Applegate Rd	Jacksonville	\$52	\$215	W/S/T/I	
6	Diamond Lake RV Park	3500 Diamond Lake Loop	Diamond Lake	\$53-58		W/S/T	
7	Blue Heron RV Park	7630 Copco Road	Hornbrook, CA	\$71-76	\$239	W/S/T/I	
8	Quigley's Station RV Park	17736 State Highway 96	Klamath River, CA	\$60-70	\$70	W/S/T/I	

Services Included

Price of total included utilities and services.

W = Water | S = Sewer | T = Trash/recycling | I = Internet | None = No Utilities or Services



Benefits of investing in RV parks



Steady Cash Flow

RV parks offer consistent income streams, as travelers continuously seek affordable and convenient accommodation options when compared to other forms of leisure travel.



Demand For RV Parks Has Exceeded Supply

Demand for RV parks has exceeded supply due to the record-high RV ownership, making it challenging to provide enough sites with the desired utility hookups sought after by RVers.



Revenue Diversification

In addition to regular rental income from campsites, RV parks have the potential to provide additional revenue streams such as storage fees, equipment rentals, event space rentals, offering laundry and vending machine services, and income from selling food or merchandise.



Resilience in Economic Downturns

During economic downturns, RV travel often becomes more appealing as a cost-effective vacation option, providing stability to investors.



Lower Maintenance Costs

RV parks typically have lower maintenance and ongoing expenses compared to other asset classes, as they require fewer structural repairs and renovations.



Scalability

Investors can scale their RV park portfolios by acquiring additional parks or expanding existing ones, tapping into diverse market segments and geographical locations.



Tax Benefits

RV parks offer tax advantages, including depreciation deductions and eligibility for 1031 exchanges, similar to other commercial real estate investments.

Private RV campground market



12,290

Campgrounds (U)



1,520,000

Campsites (S)

Supported campsite types (S)

% of campgrounds that have each campsite type

28%

Tent

99%

RV

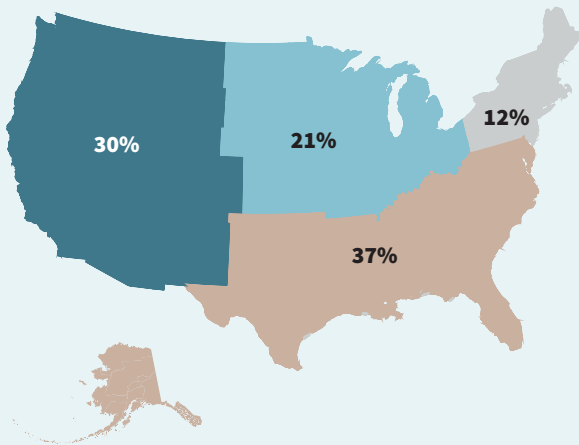
29%

Cabin/Yurt

6%

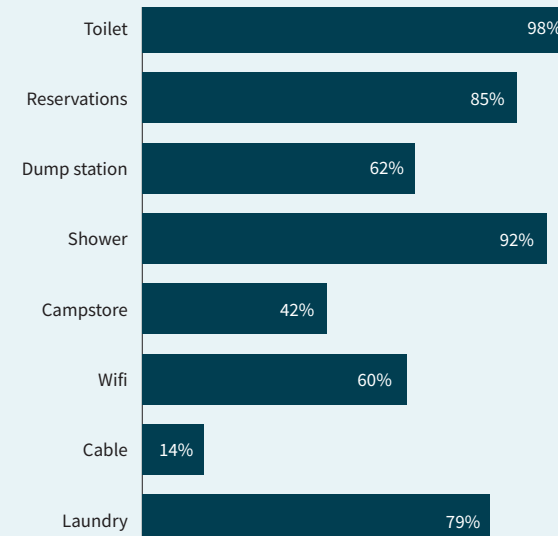
Other

Campgrounds by region (S)

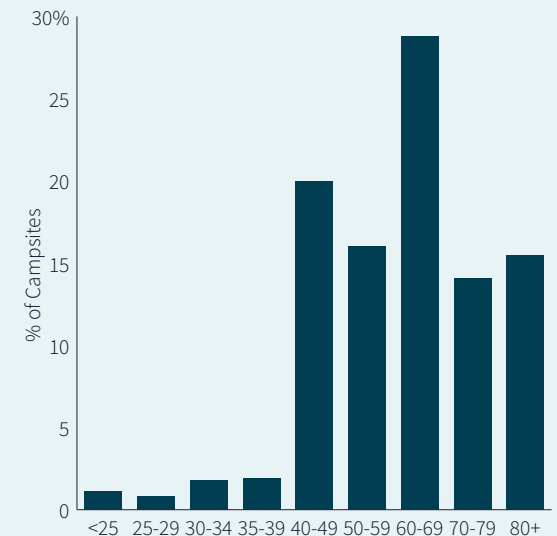


Amenities

% of campgrounds



Campsite length distribution (ft.) (S)



(U)=Universe (S)=Sample

Source: RV Industry Association, a \$140+ billion industry

Private RV campground analysis



12,290

Campgrounds (U)



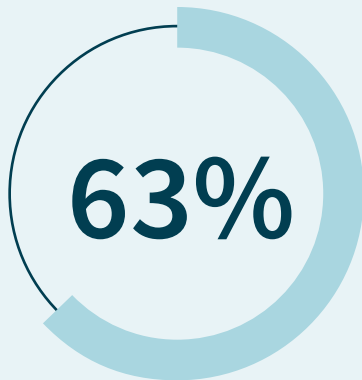
1,520,000

Campsites (S)

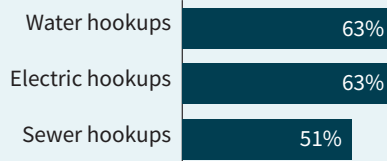
17.7%

Pull-through sites (S)

Campsites with RV hookups (S)

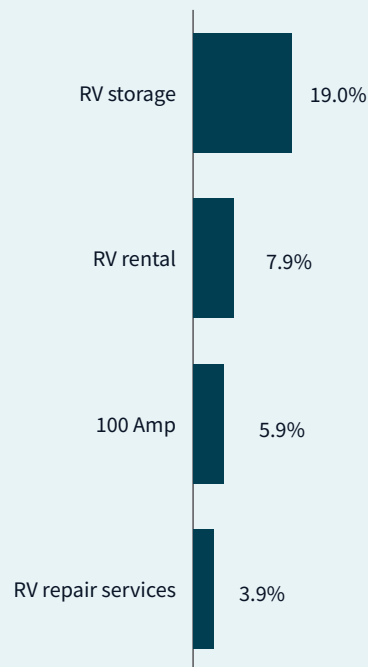


Hookup type breakdown



RV Amenities

% of campgrounds



(U)=Universe (S)=Sample
Source: RV Industry Association



A **\$140B**
industry

Annual economic impact



\$74B

RV manufacturers
and suppliers



\$36B

RV campgrounds
and travel



\$31B

RV sales
and services

Supports

31.5K

Businesses

678K

Jobs

\$48B

Wages

\$23B

In retail values

\$14B

Taxes paid

600K

RVs produced

Source: RVs Move America (2022)



Outdoor hospitality industry

23% increase Camping households have increased by 16.5 million additional households

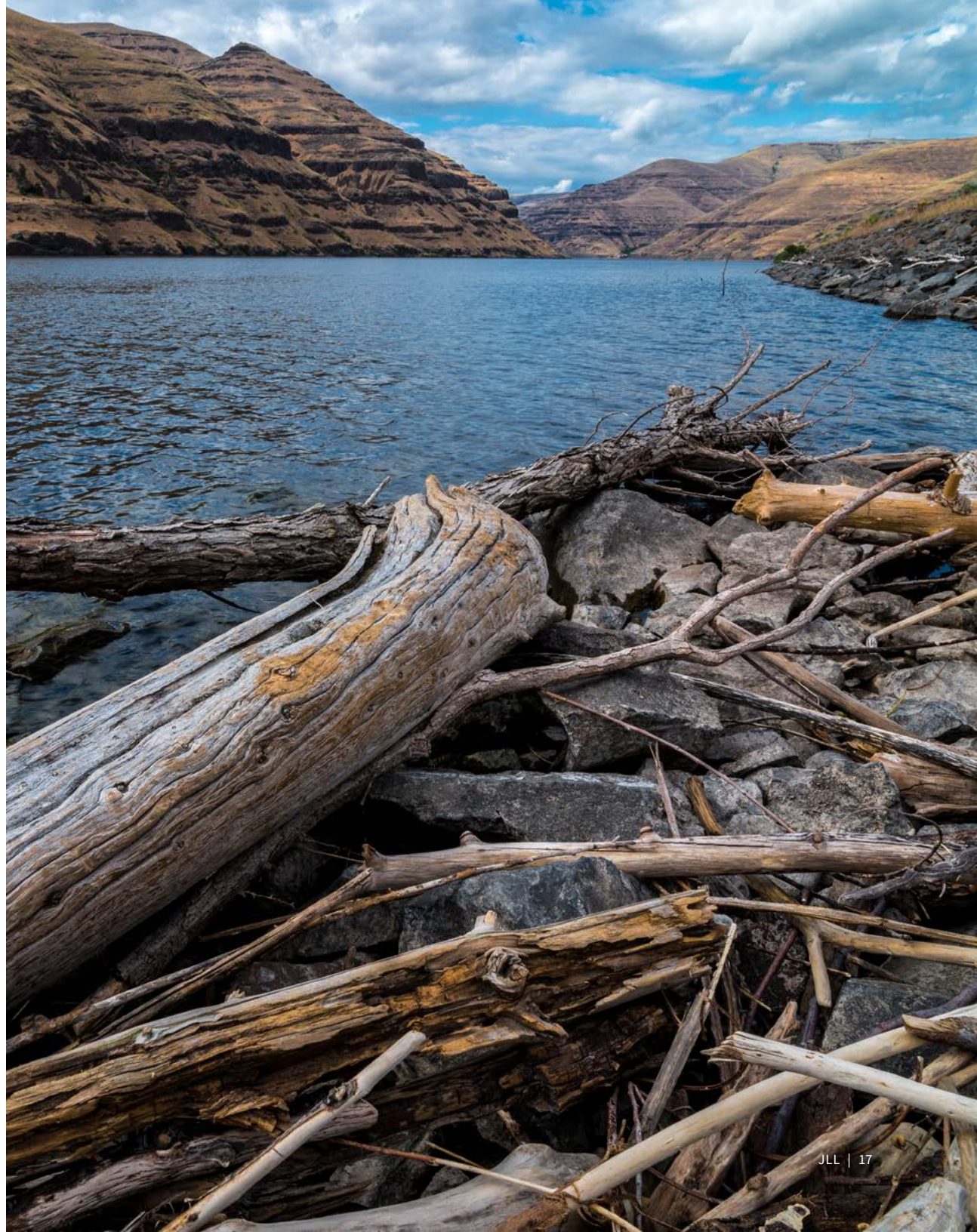
68% increase The number of active camping households (camped in the past year) has increased by a whopping 21.6 million additional households

New campers represent an average of **9% increase** each year, with 2020 (21%), 2021 (16%), and 2022 (11%) showing the greatest increases.

Since 2014, there has been a **98% increase** in the number of households who camp three or more times annually.

All types of accommodations have seen an increase in use

- RV usage is up **96%**
- Cabin/Glamping usage is up **101%**
- Tent usage is up **56%**



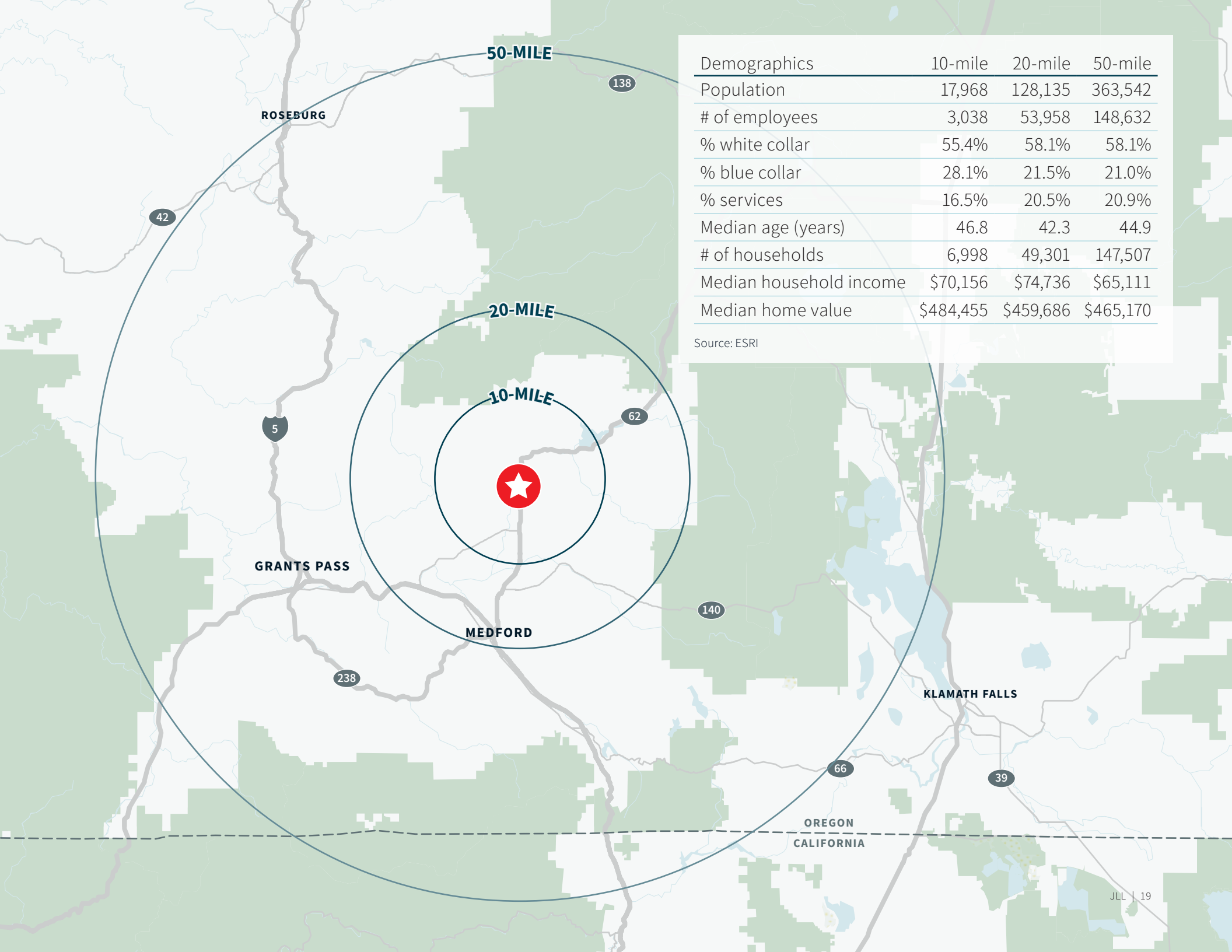
Location overview

Jackson County, OR

Jackson County, Oregon, is a diverse region of approximately 2,800 square miles in the state's southernmost area, offering a perfect blend of urban amenities and natural wonders. The county seat, Medford, serves as the economic and cultural hub, known for its vibrant downtown and historic buildings. Other notable communities include Ashland, famous for its Oregon Shakespeare Festival, as well as Central Point, Eagle Point, and Phoenix. The region boasts a mild climate ideal for year-round outdoor activities, with landscapes ranging from the Cascade Mountains to lush forests and the picturesque Rogue River.

The county's economy is robust and varied, with agriculture, manufacturing, healthcare, and tourism as major contributors. Jackson County is renowned for its thriving wine industry and serves as a regional center for health services. Education is well-regarded, with institutions like Southern Oregon University and Rogue Community College. The area offers numerous cultural attractions, including the Britt Music & Arts Festival in Jacksonville. Perhaps most notably, Jackson County serves as a gateway to some of Oregon's most spectacular natural wonders, including the nearby Crater Lake National Park, home to America's deepest lake. Whether exploring ancient forests, rafting on the Rogue River, or enjoying the vibrant local communities, Jackson County provides an unforgettable experience rooted in the beauty of the Pacific Northwest.





Demographics	10-mile	20-mile	50-mile
Population	17,968	128,135	363,542
# of employees	3,038	53,958	148,632
% white collar	55.4%	58.1%	58.1%
% blue collar	28.1%	21.5%	21.0%
% services	16.5%	20.5%	20.9%
Median age (years)	46.8	42.3	44.9
# of households	6,998	49,301	147,507
Median household income	\$70,156	\$74,736	\$65,111
Median home value	\$484,455	\$459,686	\$465,170

Source: ESRI



\$4,700,000

Purchase Price

7.00%

Cap Rate

Transaction guidelines

The offering is being conducted exclusively by JLL. The prospective investor will be selected by ownership in its sole and absolute discretion based on a variety of factors including, but not limited to:



Purchase price



Financial strength



Source of capital, both equity and debt, for the transaction



Amount and timing of deposits



Thoroughness of the Property underwriting



Level of the Property due diligence conducted



Schedule of due diligence and closing



Any contingencies required to close the transaction

For most executable real-time debt options please reach out to Zach Koucos or Chris Collins.



Offering process

Due diligence materials provided with acceptance of confidentiality agreements

The Seller may request an interview call with the most qualified offers

Any relevant buyer information or qualifications is encouraged, but not required



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