

# ROAM

## TILLAMOOK

CABIN & RV RESORT



LOCATED IN AN OPPORTUNITY ZONE

Jones Lang LaSalle Americas, Inc.

**188**  
Sites

Premier Cabin and RV Resort on the Oregon Coast  
Garibaldi, OR





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# THE OFFERING

JLL, as exclusive advisor, is pleased to present the opportunity to acquire the fee simple interest in Roam Tillamook Cabin & RV Resort (the Property), a premier, year-round 188 site outdoor hospitality asset situated directly on the scenic banks of Tillamook Bay in Garibaldi, Oregon. Built in the 1980s and recently renovated in 2025, this turnkey operation features robust infrastructure and highly diversified lodging options, including pull through RV sites, dedicated tent sites, and brand new luxury one-bedroom cabins spread over 41.62 acres of land. Complementing the high-quality amenities is an exceptional guest experience anchored by direct waterfront access and the popular on-site Kelley's Restaurant, driving the strong customer loyalty reflected in the Property's ranking as the number one specialty lodging location in Garibaldi according to TripAdvisor.

Ownership invested heavily into bringing online 20 brand-new luxury cabins to the Property, significantly elevating the resort's accommodation offerings. These upscale, one-bedroom units are fully equipped with private bathrooms, kitchenettes, individual porches, and personal fire pits, allowing the resort to command premium rental rates from the highly lucrative glamping demographic. Furthermore, the site features shovel-ready capacity to add 15 additional cabins, providing investors with a clear, highly scalable opportunity to increase density and rapidly maximize future revenue potential.







Sauna



Club/meeting room



Check in



Pull thru and back-in sites



# INVESTMENT HIGHLIGHTS



## DIVERSE STREAMS OF INCOME

The Property generates diversified cash flow through three distinct income streams: cabin rentals, RV camping spaces, and a commercial lease with Kelley's Restaurant. The cabin rentals capitalize on the growing demand for upscale outdoor hospitality. Concurrently, the low-overhead RV spaces provide steady, recurring rental income from active travelers. This dynamic hospitality revenue is anchored by the stable commercial income from Kelley's Restaurant, which secures a predictable base rent and serves as a premier on-site guest amenity.



## EXPANSION-READY DEVELOPMENT POTENTIAL

Beyond the 20 newly delivered cabins, the site features shovel-ready capacity for 15 additional cabins, offering investors a clear and highly scalable path to increase density and maximize revenue.



## UNRIVALED ACCESS TO PREMIER COASTAL AND REGIONAL ATTRACTIONS

The Property offers exceptional accessibility to premier waterfront recreation, on-site dining, and iconic coastal attractions. Guests enjoy immediate access to clamming, crabbing, fishing, and swimming, while the on-site restaurant provides convenient, immediate access to food right on the Property. Beyond the waterfront, the site is positioned just minutes from highly popular regional landmarks, including the historic Oregon Coast Scenic Railroad, the Garibaldi Museum, and the world-famous Tillamook Creamery, ensuring a highly desirable guest experience and sustained tourist demand.



Kelley's Restaurant



Cabins



## COST-EFFECTIVE TRAVEL SERVING DIVERSE DEMOGRAPHICS

The outdoor hospitality industry benefits from strong demand across multiple age groups, with RV communities attracting older guests seeking flexibility and freedom to visit multiple destinations, while simultaneously capturing younger demographics embracing camping as an affordable vacation alternative. People aged 65 and older account for a significant share of total demand for RV park sites, with this age segment expected to rise substantially as an estimated 11,200+ baby boomers retire daily in 2025, increasing demand for highly-amenitized RV parks with comprehensive service offerings.



## REGULATORY MOAT WITH OPPORTUNITY ZONE UPSIDE

The resort sits directly on Tillamook Bay in a heavily regulated estuary and shoreline permitting environment. The site spans four coastal zoning designations, and RV and camping uses require discretionary conditional use approval rather than outright permitting rights, limiting the pool of comparable waterfront sites able to secure similar approvals along the Oregon coast. The property's location within a federally designated Opportunity Zone adds a further point of differentiation, pairing a hard to replicate site with a tax-advantaged investment structure.



## ESTABLISHED OPERATIONS WITH STRONG GUEST LOYALTY

The Property commands strong third-party reviews across major platforms, highlighted by its exceptional location score and top specialty lodging ranking in Garibaldi.

GOOGLE

★★★★☆  
4.2/5 star rating

BOOKING.COM

★★★★★★★★★★  
8.9/10 star rating  
★★★★★★★★★★☆  
9.3/10 location score

HIPCAMP

**80%**  
Recommended

PLANET OF HOTELS

★★★★★★★★★★  
9/10 star rating

TRIP ADVISOR

**#1**  
Specialty lodging in Garibaldi



# PROPERTY OVERVIEW

## Property name

Roam Tillamook  
Cabin & RV Resort

## Address

210 3rd St  
Garibaldi, OR 97118

## Year built / renovated

1980s / 2025

## County

Tillamook County

## Zoning

Waterfront mixed-use

## Total land size

41.62 AC

## # of rental sites

188

## # of RV sites

161

## # of cabins

20

## # of tent sites

7

## Expansion potential

15 permitted cabin sites

## Sewer

Municipal

## Water

Municipal

## Electrical

30–50-amp service

## Internet

High-speed wi-fi

## Amenities

- 30/50-Amp
- Big rig friendly
- Camp store
- Club room
- Dog park
- Dump station
- Full hookups
- Hot tubs & saunas
- Laundry facilities
- Adventure course
- Pull-through sites
- Showers
- Wi-Fi
- Barn event center (100+ capacity)
- Restaurant and bar



Adventure course



Camp store



# SITE PLAN



- Standard back-in
- Standard pull thru
- Partial hook up pull thru
- Pull through dry camping
- 20 ft back-in
- Partial hook up back-in
- Premium back-in
- Partial hook up back-in
- Tent sites
- Cabins
- 30 ft back-in
- Dry camping

Miami  
Cove





# PROFORMA

|                                              | Historical statement |                    | Lease Up           |                    | Stabilized         |
|----------------------------------------------|----------------------|--------------------|--------------------|--------------------|--------------------|
|                                              | Construction (2025)  | T-12 (7/31/26)     | 2026               | 2027               | 2028               |
| RV - Short Term                              | \$370,579            | \$360,324          | \$450,405          | \$563,006          | \$619,306          |
| RV - Long Term                               | \$365,450            | \$368,063          | \$423,272          | \$486,763          | \$559,778          |
| Cabins                                       | \$73,617             | \$286,636          | \$358,295          | \$429,954          | \$472,950          |
| Tent                                         | \$11,208             | \$13,407           | \$30,000           | \$31,500           | \$33,075           |
| <b>Total Room Revenue</b>                    | <b>\$820,853</b>     | <b>\$1,028,430</b> | <b>\$1,261,972</b> | <b>\$1,511,223</b> | <b>\$1,685,109</b> |
| Commercial Revenue                           |                      |                    |                    |                    |                    |
| Restaurant                                   | \$30,585             | \$39,920           | \$41,118           | \$42,351           | \$43,622           |
| Office Space Rent                            | \$2,050              | \$1,800            | \$1,854            | \$1,910            | \$1,967            |
| Event Center                                 | \$2,475              | \$1,700            | \$25,000           | \$50,000           | \$75,000           |
| Warehouse Storage                            | \$12,000             | \$15,248           | \$15,706           | \$16,177           | \$16,662           |
| <b>Total Commercial Revenue</b>              | <b>\$47,110</b>      | <b>\$58,668</b>    | <b>\$83,677</b>    | <b>\$110,438</b>   | <b>\$137,251</b>   |
| <b>Total Rental &amp; Commercial Revenue</b> | <b>\$867,963</b>     | <b>\$1,087,099</b> | <b>\$1,345,650</b> | <b>\$1,621,661</b> | <b>\$1,822,360</b> |
| Total Other Income                           | \$128,215            | \$78,593           | \$175,000          | \$218,750          | \$273,438          |
| Total Cost of Goods Sold                     | (\$313)              | (\$313)            | (\$43,750)         | (\$52,500)         | (\$63,000)         |
| <b>Total Revenue</b>                         | <b>\$995,865</b>     | <b>\$1,165,379</b> | <b>\$1,476,900</b> | <b>\$1,787,911</b> | <b>\$2,032,797</b> |
| Operating Expenses                           |                      |                    |                    |                    |                    |
| Administrative & General                     | (\$104,053)          | (\$107,762)        | (\$110,994)        | (\$114,324)        | (\$117,754)        |
| Sales & Marketing                            | (\$89,588)           | (\$74,502)         | (\$76,737)         | (\$79,039)         | (\$81,410)         |
| Repairs & Maintenance                        | (\$32,256)           | (\$25,158)         | (\$25,913)         | (\$26,691)         | (\$27,491)         |
| Utilities                                    | (\$145,642)          | (\$145,481)        | (\$149,845)        | (\$154,341)        | (\$158,971)        |
| Payroll                                      | (\$258,192)          | (\$274,992)        | (\$283,242)        | (\$291,739)        | (\$300,492)        |
| <b>Total Operating Expenses</b>              | <b>(\$629,730)</b>   | <b>(\$627,895)</b> | <b>(\$646,732)</b> | <b>(\$666,134)</b> | <b>(\$686,118)</b> |
| <b>Gross Operating Departmental Income</b>   | <b>\$366,135</b>     | <b>\$537,484</b>   | <b>\$830,168</b>   | <b>\$1,121,777</b> | <b>\$1,346,679</b> |
| Fixed Undistributed Charges                  |                      |                    |                    |                    |                    |
| Management Fee                               | (\$49,706)           | (\$60,738)         | (\$88,614)         | (\$107,275)        | (\$121,968)        |
| Insurance                                    | (\$73,212)           | (\$68,371)         | (\$68,371)         | (\$71,790)         | (\$75,379)         |
| Taxes & Real Property                        | (\$61,946)           | (\$60,484)         | (\$62,298)         | (\$64,167)         | (\$66,092)         |
| <b>Total Fixed Undistributed Charges</b>     | <b>(\$184,864)</b>   | <b>(\$189,593)</b> | <b>(\$219,284)</b> | <b>(\$243,232)</b> | <b>(\$263,439)</b> |
| <b>Net Operating Income</b>                  | <b>\$181,272</b>     | <b>\$347,891</b>   | <b>\$610,884</b>   | <b>\$878,545</b>   | <b>\$1,083,240</b> |





Club/meeting room



Club/meeting room



Club/meeting room



Office





Cabins and playground



Cabin bedroom



12 | ROAM WILLAMOOK CABIN & RV RESORT

Cabin bedroom



Cabin and fire pit





Cabins



Cabin interior

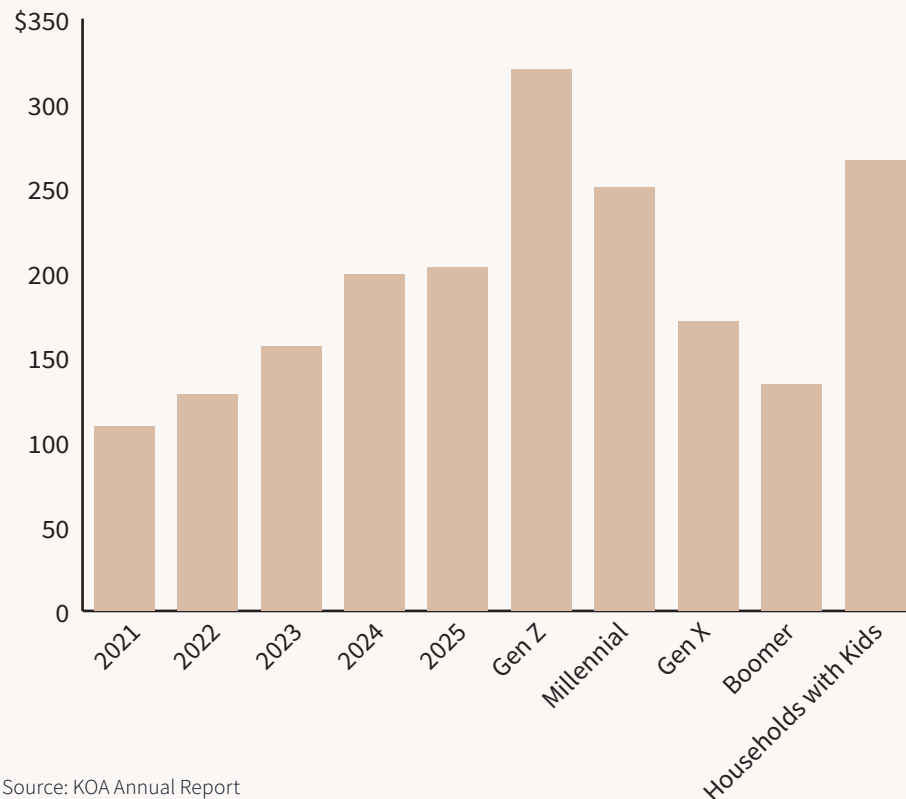


# MARKET OVERVIEW

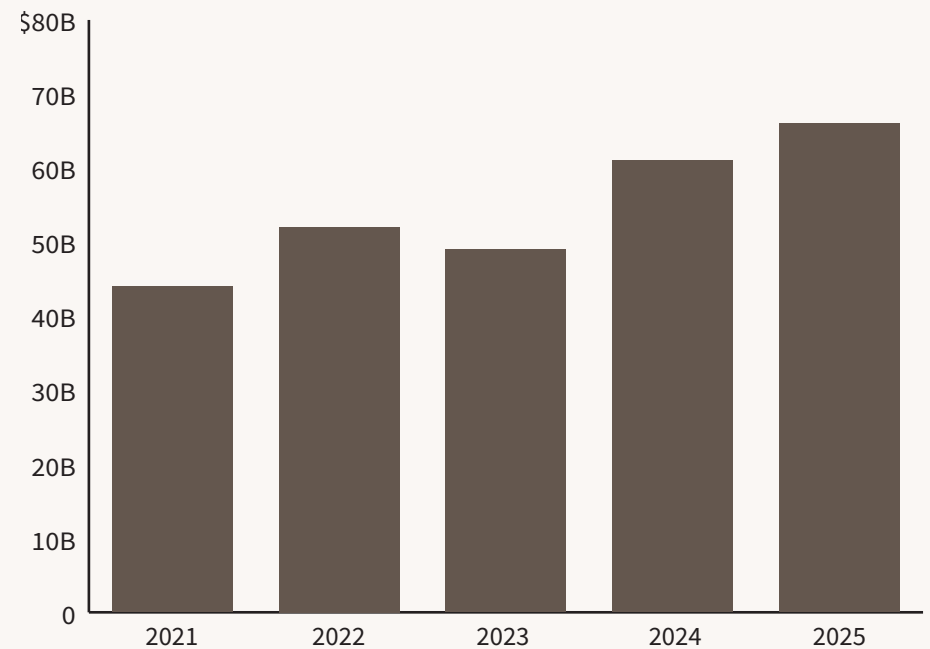
## ECONOMIC IMPACT

Camping's economic impact expanded in 2025, with travelers spending \$66 billion in local communities. This growth reflects rising prices for goods and services alongside a slight increase in the average number of camping days. The average daily spend per person surpassed \$200 in 2025, reaching \$203. This figure represents local spending on food, beverages, retail, and experiences, excluding lodging and campsite rentals. Younger demographics and families with children drive the highest daily expenditures, indicating a strong outlook for the outdoor hospitality sector.

## AVERAGE DAILY EXPENDITURES



## ECONOMIC IMPACT



Source: KOA Annual Report



# THE EVOLUTION OF CAMPING

## CAMPING ACCOMMODATIONS AMONG NEW CAMPERS

Among new campers, glamping continues to be the preferred form of camping.

## THE IMPACT OF GLAMPING ON NEW CAMPING PARTICIPATION

An increasing **39%** of new campers in 2025 classified themselves as glampers. This steady metric highlights glamping's role as a crucial entry point for attracting households that typically would not participate in outdoor hospitality

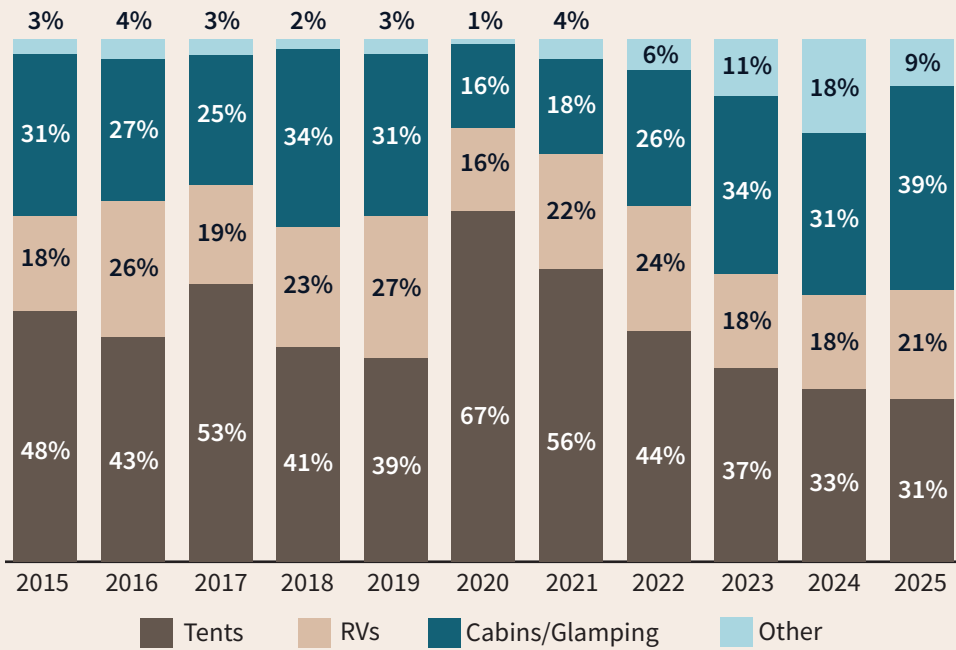
## GLAMPERS ARE GRADUATING

Glamping continues to draw travelers outside. Findings show that once these new campers are comfortable with the outdoors, they are more adventurous and willing to try other forms of camping. This indicates that experiences in nature create a lasting impression and a drive for continued connections with nature.

- **65%** of glampers choose glamping because it allows them to disconnect while still enjoying luxury and convenience.
- **HALF** of all Millennial glampers are interested in RV rentals.
- **1 in 4** glampers are interested in trying traditional tent camping—this is highest among Gen Z and Millennial glampers.
- **33%** of Gen Z glampers are considering purchasing an RV

Source: KOA 2026 Annual Report

## CAMPING ACCOMMODATIONS AMONG NEW CAMPERS





# TECH IN THE OUTDOORS

The integration of technology and remote work continues to reshape outdoor hospitality, positioning high-quality internet connectivity as a primary driver for attracting campers and extending their stays.

(Source: KOA 2026 Annual Report)

## WI-FI CONNECTIVITY DIRECTLY DRIVES LONGER STAYS

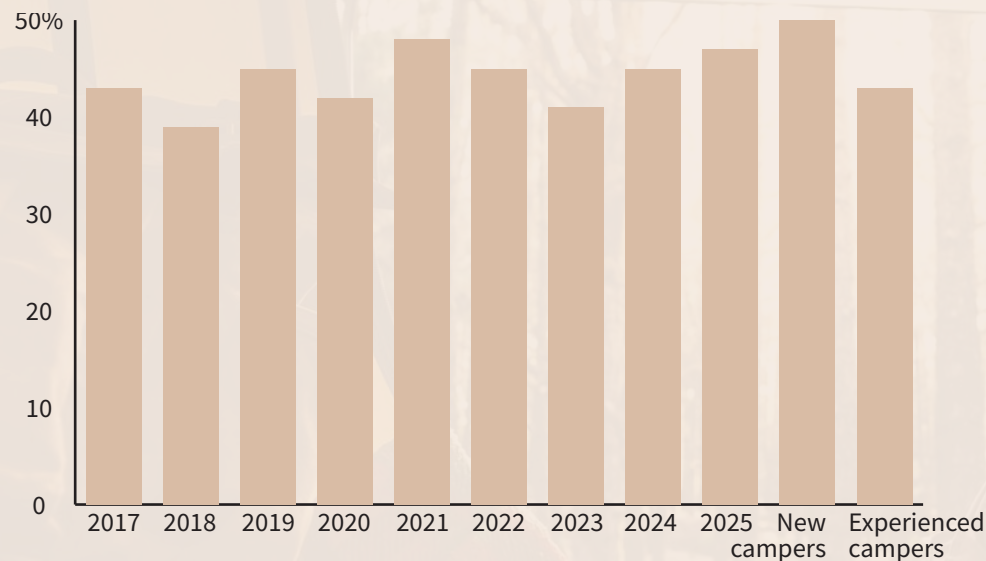
Reliable internet access directly incentivizes travelers to spend more time at outdoor properties. Campers stay an average of **5.2 additional nights per year** when Wi-Fi is reliable and easily accessible. This impact is even more pronounced for RVers, who extend their trips by an average of 9.3 nights annually when connected.

## HIGH DEMAND FOR CONNECTIVITY ACROSS SEGMENTS

Even as return-to-office mandates shift work patterns, campers heavily prioritize digital connectivity:

- Nearly half of all campers (47%) consider Wi-Fi very important to their experience.
- First-time campers value connectivity even more highly than veterans, with 50% prioritizing internet access compared to 43% of experienced campers.
- Among those who actively work during their trips, 70% cite Wi-Fi as an essential requirement.

### PERCENTAGE OF CAMPERS WHO SAY WIFI IS IMPORTANT









# LOCATION OVERVIEW

Roam Tillamook Cabin & RV Resort is strategically positioned along one of Oregon's most heavily traveled coastal corridors, situated directly on US Highway 101 within Tillamook Bay, approximately 80 miles and under two hours from Portland. Every visitor traversing the coast between Astoria and Lincoln City must navigate this essential corridor, as US 101 serves as the sole continuous coastal route. The regional attractions demonstrate both depth and breadth: the renowned Tillamook Creamery annually attracts over one million visitors, while the surrounding area encompasses Garibaldi's active waterfront and charter fishing operations, bay crabbing and clamming opportunities, the scenic Three Capes Loop, and the pristine beaches of Rockaway Beach and Oceanside. This represents a diversified attraction portfolio rather than a single-destination market. Tillamook County serves as the cornerstone of Oregon's North Coast tourism region, where visitors contributed \$941 million in 2025 and sustained nearly 10,000 employment positions, and where camping and outdoor accommodation guests demonstrate extended stays and larger group sizes compared to traditional hotel patrons—precisely the demographic profile that RV and cabin properties are designed to accommodate.

Market demand maintains consistent momentum beyond the summer season. The Tillamook County Creamery Association and Adventist Health Tillamook provide the foundation for a robust year-round local economy that sustains market activity during shoulder seasons, extending well beyond the traditional July and August peak period. Within a 10-mile radius of the Property, over 16,000 residents comprise the local population, while a constrained housing market—where property values exceed median income by more than six-fold—has maintained limited new supply availability for an extended period. This supply constraint extends to the accommodation sector: Tillamook County has implemented a comprehensive cap on short-term rental permits, with sought-after locations including Rockaway Beach, Nehalem, and Pacific City maintaining waitlists for new licensing opportunities. With the most adaptable segment of coastal lodging supply effectively restricted, escalating visitor demand must be directed toward licensed, purpose-designed developments such as Roam Tillamook Cabin & RV Resort.

Sources: ESRI 2026 Demographic Report; Travel Oregon and Dean Runyan Associates, The Economic Impact of Travel in Oregon, Calendar Year 2025 (North Coast region); Tillamook County Department of Community Development; Adventist Health Tillamook; City of Garibaldi



Rockaway Beach



Tillamook Creamery



Cape Meares Lighthouse





| Demographics            | 3-mile    | 5-mile    | 10-mile   |
|-------------------------|-----------|-----------|-----------|
| 2026 Total Population   | 2,165     | 5,182     | 16,164    |
| # of Employees          | 840       | 2,140     | 7,109     |
| White Collar            | 57.4%     | 57.7%     | 54.2%     |
| Blue Collar             | 27.5%     | 26.0%     | 25.1%     |
| Services                | 15.2%     | 16.3%     | 20.7%     |
| Median Age (years)      | 53.6      | 55.0      | 47.1      |
| 2026 Total Households   | 1,007     | 2,414     | 7,194     |
| Median Household Income | \$67,112  | \$64,696  | \$63,492  |
| Median Home Value       | \$429,023 | \$423,816 | \$412,989 |

Source: ESRI 2026 Demo Report





# TRANSACTION GUIDELINES

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



No contingencies required to close the transaction





## 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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