

OFFERING MEMORANDUM

EPHRATA RV PARK & CAMPGROUND

5707 HWY 28, EPHRATA, WA

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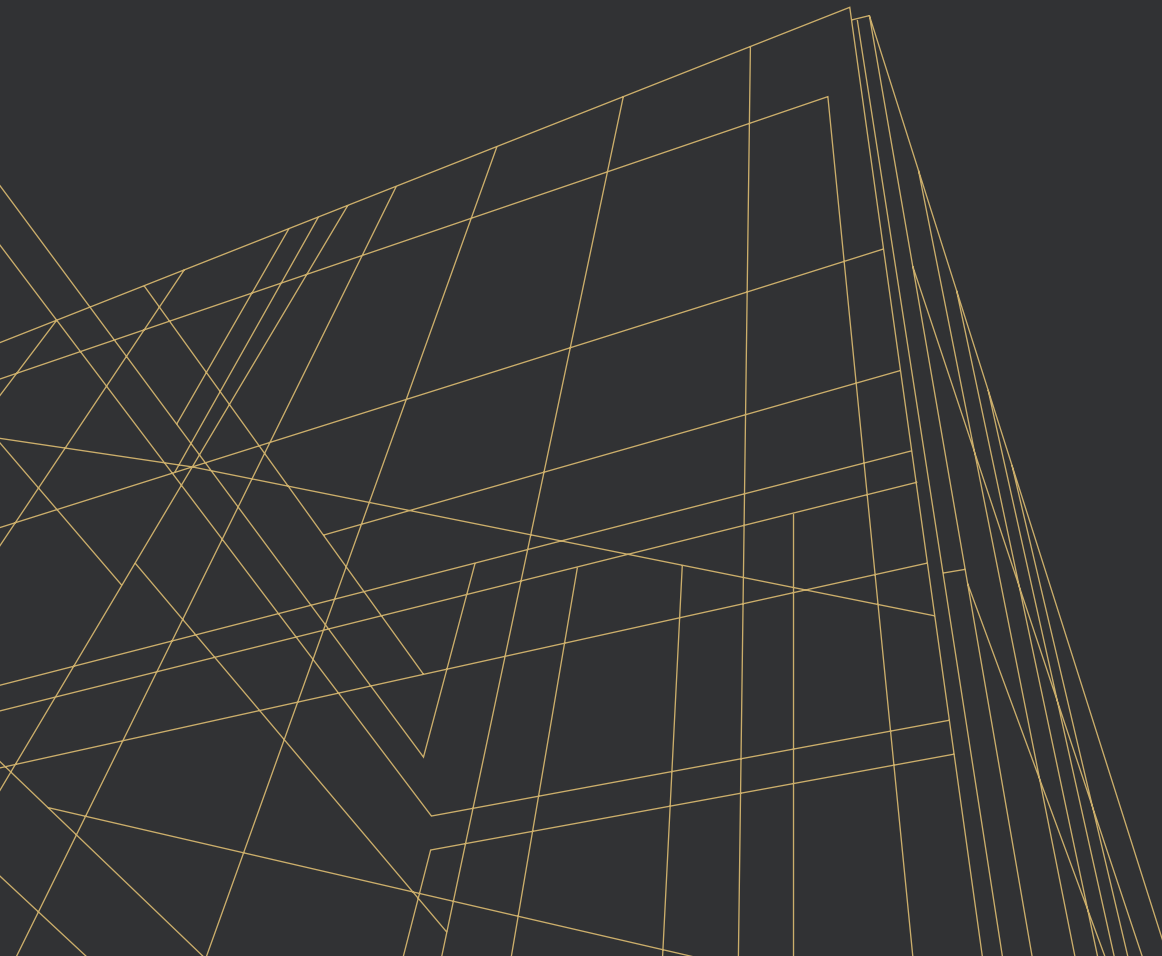
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EXECUTIVE SUMMARY



A FULL-AMENITY PARK *IN THE HEART OF CENTRAL WASHINGTON*

PROPERTY INFORMATION

ADDRESS	5707 Hwy 28, Ephrata, WA 98823		
LAND AREA	20 AC		
SITE BREAKDOWN	Total Sites	99	
	RV Sites	73	
	Cabins	11	
	Tent Sites	14	
	Two-room House	1	

99

TOTAL SITES

73

RV SITES

14

TENT SITES

12

CABINS & HOUSES

INVESTMENT OVERVIEW

Ephrata RV Park & Campground has 99 total sites consisting of 73 full-hookup RV sites, 11 cabins, 14 tent sites, and a two-bedroom, two-bath house on 20 acres along State Route 28, just outside Ephrata in Grant County, Washington.

Under the same ownership since 2020, the property was renamed, rebranded, and improved system by system over six years. Every RV site carries up to 30/50 amp service and full hookups, with big-rig pull-throughs alongside shaded and open back-in sites. The park also offers 11 cabins, a two-bedroom, two-bath house, and 14 tent sites, giving it more ways to book a guest than many parks in the region. The park is currently run by on-site management with seasonal part-time support. The house is part of the rental program today and can stay there or serve as an owner-operator residence.

The capital improvements record since 2020 is long and specific. The well received a new pump and chlorination system with the electrical brought to current state code. Irrigation was rebuilt, septic drain lines and site sewer connections replaced, hydrants and valves swapped out, pole lights converted to LED, and the roads regaveled. Both bathhouses were renovated, including plumbing, showers, fixtures, lighting, and finishes. The cabins were

refurbished with new flooring, air conditioning, mini fridges, and TVs, and the house was updated inside and out. The community room was rebuilt as a clubhouse with a pool table, air hockey, and a large-screen TV. A new playground and a double-entry dog park were added, WiFi was extended across the campground, and a 25-camera security system, new reservation software, and card processing were put in place. The amenity list is unusually complete for a park this size: pool, fitness room, community kitchen, laundry, camp store, volleyball, tennis, pickleball, basketball, and a driving range on the five undeveloped acres. Water comes from an on-site well, chlorinated and operated under Washington Department of Health oversight with routine monitoring and testing. Wastewater is handled by septic on a regular pumping schedule. Roads are gravel and in good condition.

The Gorge Amphitheatre and Moses Lake are each about 30 minutes away. Soap Lake, Sun Lakes-Dry Falls State Park, and the Columbia River are closer still. The Columbia

Basin's hot, dry summers keep the pool, the range, and the courts busy for a long season.

The park is open year-round with a formal peak and off-peak rate structure. Monthly stays form the base, producing income in every month of the year. Short stays, tent sites, and cabins layer on top from spring through early fall, when the concert calendar and the lakes fill the region. The cabins and house capture guests who do not own an RV and extend the calendar on both ends of the season.

Taken together, the park offers full-hookup sites with year-round monthly income, a seasonal layer with room to grow, significant recent capital investment across systems, buildings, and amenities, and a location that does its own marketing on summer weekends. Ephrata RV Park & Campground suits an owner-operator who wants a home on-site and income from the first month, as readily as an established operator adding a Columbia Basin park with a real amenity set. Seller financing available.





Investment Highlights

73 full-hookup RV sites, all up to 30/50 amp, including big-rig pull-throughs

11 cabins, a 2 bed / 2 bath house, and 14 tent sites

20 acres, 15 developed; 5 undeveloped acres currently a driving range

Open year-round with an established peak and off-peak rate structure

Same ownership since 2020; renamed, re-branded, and upgraded throughout

Well pump, chlorination, electrical, irrigation, septic lines, and hydrants replaced or upgraded since 2020

Both bathhouses renovated; cabins, house, and clubhouse refurbished

Pool, fitness room, community kitchen, laundry, camp store, courts, dog park, playground, driving range

Campground-wide WiFi, 25-camera security system, modern reservation software

Year-round monthly stays plus a seasonal short-stay, tent, and cabin layer

About 30 minutes to the Gorge Amphitheatre and to Moses Lake

Seller Carry available

\$3.9M

LISTING PRICE

\$46.4K

PER RV SITE/CABIN/HOUSE

\$2M

DOWN

5%/5 YRS

5% INTEREST-ONLY FOR 5 YRS

WHY WE LIKE THIS OPPORTUNITY

TWELVE MONTHS OF INCOME, THEN A SEASON ON TOP

Ephrata combines a year-round monthly base with a meaningful seasonal business. Monthly stays pay through the winter and set the floor. From spring through early fall the short-stay sites, tent area, and cabins fill behind the Gorge calendar and the lakes, which lifts the average. The two-season rate structure already exists, and short-stay revenue grew materially after the rebrand. The question for a new owner is how much further that layer can be pushed.

SIX YEARS OF CAPITAL ALREADY SPENT

The improvements list runs to five pages. Well, irrigation, septic lines, site utilities, hydrants, lighting, roads, bathhouses, cabins, house, clubhouse, playground, dog park, WiFi, cameras, software. These are the categories that usually become a buyer's first capital priorities when an established RV park changes hands. Here, ownership has already worked through a significant share of that list.

MORE WAYS TO BOOK A GUEST

Full-hookup RV sites, tent sites, 11 cabins, and a house. Each one reaches a guest the others cannot: the family without a rig, the couple in for a concert, the crew that needs a month. The cabins and house were refurbished within the past six years and share the pool, clubhouse, courts, and range with the rest of the park.

THE GORGE IS THIRTY MINUTES AWAY

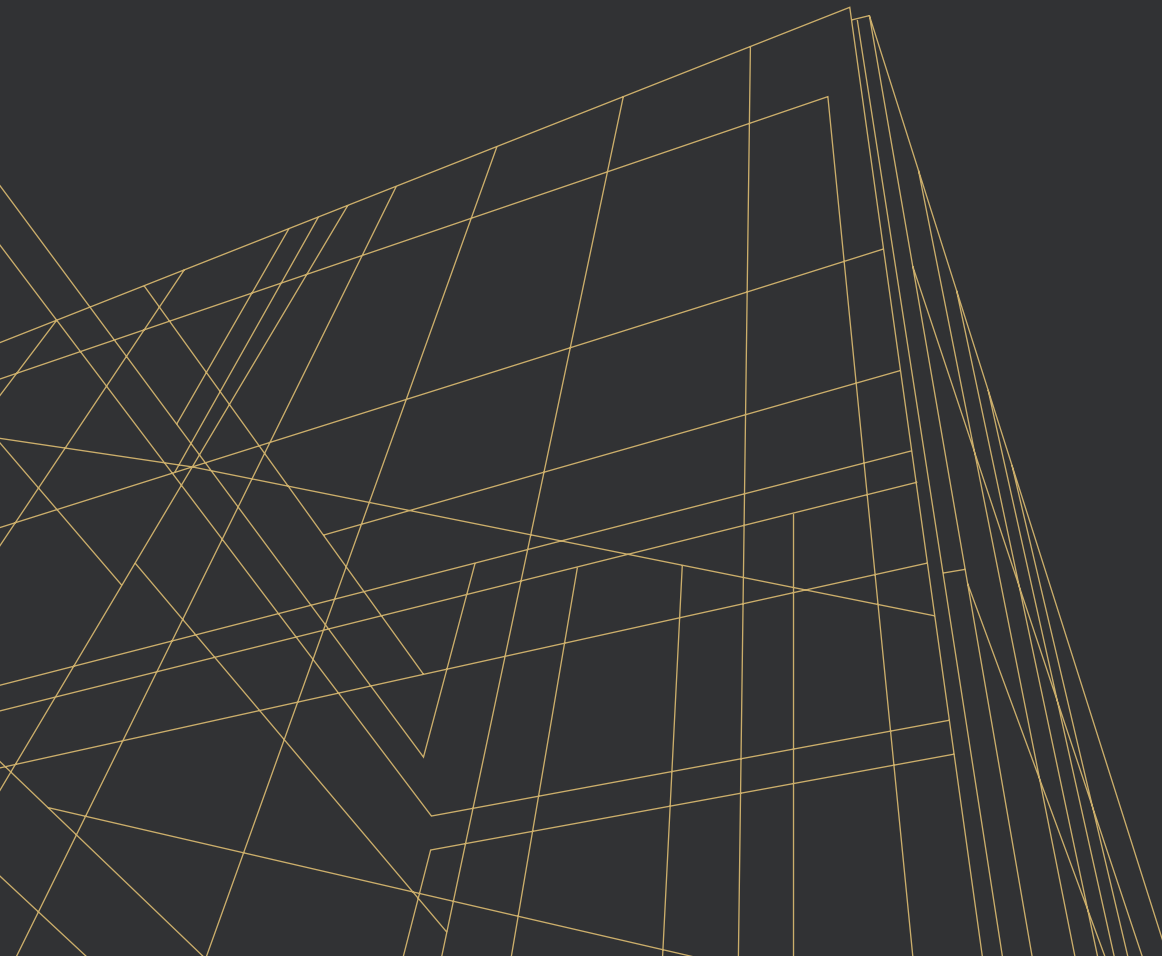
The Gorge Amphitheatre brings major concert weekends to the west side of Grant County from late spring through early fall, and Ephrata sits inside that drive with a pool and a full amenity set waiting at the other end. Moses Lake is the same 30 minutes in the other direction. Soap Lake, Sun Lakes-Dry Falls, and the Columbia River at Crescent Bar are closer. The location supplies the summer demand; the park only has to be ready for it, and it is.

FIVE ACRES IN RESERVE

The driving range sits on five undeveloped acres at the back of the property with its own well and irrigation. It earns modest income today and costs little to run. A new owner can keep it as an amenity or explore other uses, subject to zoning, permitting, and infrastructure feasibility. Optionality without obligation.

SELLER CARRY FINANCING ON FAVORABLE TERMS

Ownership is offering seller carry financing at \$2,000,000 down, 5% interest only, in first position for a five year term. This structure is a meaningful advantage on an asset class that conventional lenders often struggle to underwrite accurately. Seller carry sidesteps institutional friction and accelerates the path from contract to close, while interest-only service keeps more of the operating income working in the business through the early seasons of ownership. For buyers who have encountered financing challenges on rural or mixed-use hospitality assets, seller carry removes a significant barrier to ownership.

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PROPERTY OVERVIEW

Section 02

PROPERTY INFORMATION

Amenities include a swimming pool, laundry room, fitness room, community kitchen, driving range, pickleball court, playground, and camp store.

PROPERTY

TOTAL ACREAGE	20 acres
UNDEVELOPED ACREAGE	5 acres
ACTIVE HOA	No
YEAR BUILT/ EFFECTIVE YEAR	1992/2006
ZONED	Rural Residential

PARK BREAKDOWN

RV SITES	Total RV Sites	73
CABINS & HOUSES	Total Cabins	12
	One-room camping cabin	11
	2 bed / 2 bath house	1
TENT SITES	Total Tent Sites	14

INFRASTRUCTURE

ROAD STRUCTURE	Gravel
ROAD CONDITION	Good
UTILITY LOCATION	Underground

UTILITIES

	Provider	Paid By	Direct/Metered
WATER	On-site well	Owner	No
SEWER	On-site septic	Owner	No
ELECTRICITY	Grant County PUD	Tenant for monthly; owner for transient stays	Submetered
TRASH	Consolidated Disposal Services, Inc.	Owner	No

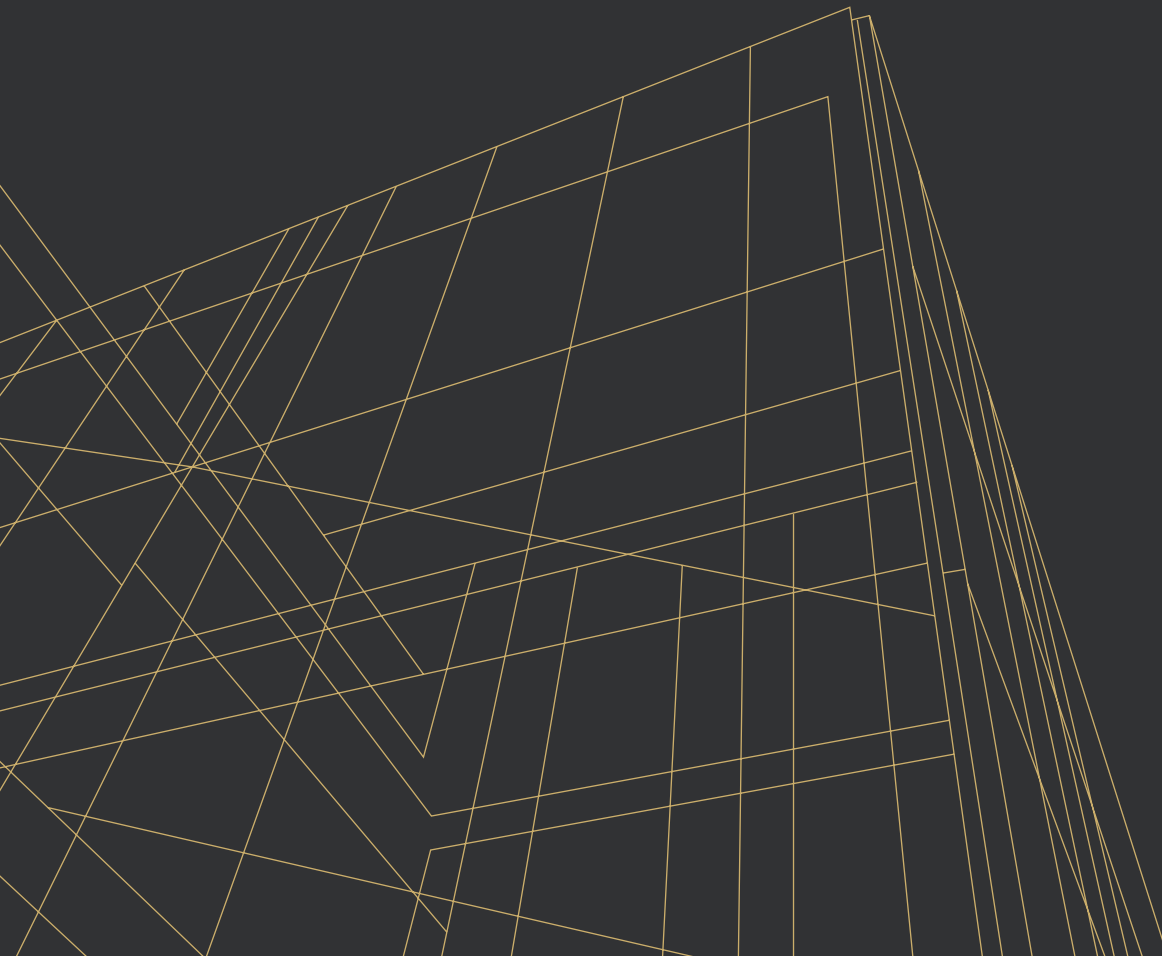


PROPERTY OVERVIEW



SITE MAP



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LOCATION OVERVIEW

Section 03

CENTRAL WASHINGTON



THE GORGE AMPHITHEATRE
PHOTO CREDITS: BASS CANYON

Ephrata is the Grant County seat and a longtime service center for the surrounding Columbia Basin, home to the county courthouse, Grant PUD headquarters, and the everyday businesses that serve a wide agricultural region. The setting is central Washington at its most open: basalt coulees, irrigated farmland, and a semi-arid climate with hot, dry summers. That gives Ephrata a year-round working-town character rather than a purely seasonal one, while still placing the park inside one of the state's strongest outdoor regions.

Recreation spreads in nearly every direction.

The Gorge Amphitheatre brings major concert weekends to the west side of the county. Moses Lake draws boaters, anglers, and families through the warm months. To the north, Soap Lake and Sun Lakes-Dry Falls State Park lead into coulee country, where lakes and exposed basalt make a landscape that feels nothing like the west side of the state. For an RV park with cabins, tent sites, a pool, courts, and a driving range, those draws create several reasons to stay rather than tying the season to a single destination.

The park fronts State Route 28 just west of town, with Ephrata's services immediately to the east and Quincy and the Gorge corridor to the west. The Gorge Amphitheatre and Moses Lake are each roughly half an hour away, with Soap Lake and the rest of the Basin's recreation within an easy drive. The highway frontage gives the park a second role as a practical central Washington stopover, alongside the destination traffic that arrives for concerts, lakes, and summer weekends. Both kinds of guest are already part of how the park operates.

LOCATION OVERVIEW



DISTANCE & DRIVE TIMES

WITHIN 10 MILES

- Ephrata Municipal Airport
- Walmart Supercenter
- Beezley Hills Mountain Bike & Hiking Trails

WITHIN 25 MILES

- Moses Lake
- The Gorge Amphitheatre
- Quilomene Sand Dune
- Soap Lake

WITHIN 50 MILES

- Columbia National Wildlife Refuge
- Wenatchee, WA

Market & Demand

485K

ANNUAL ATTENDANCE,
THE GORGE AMPITHEATRE*

\$42.6M

SPENT ANNUALLY ON LODGING BY
GORGE AMPITHEATRE VISITORS

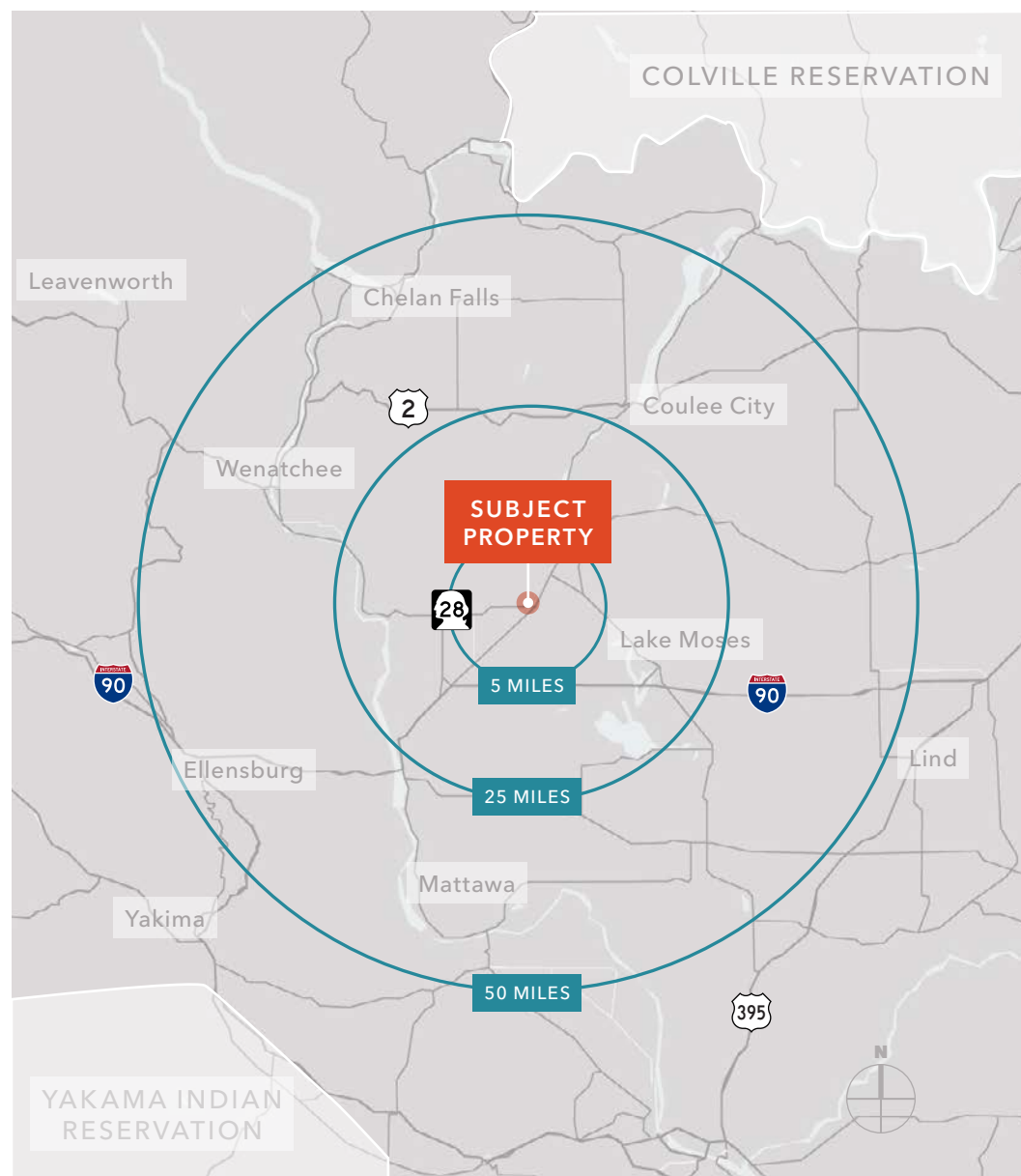
120 MI

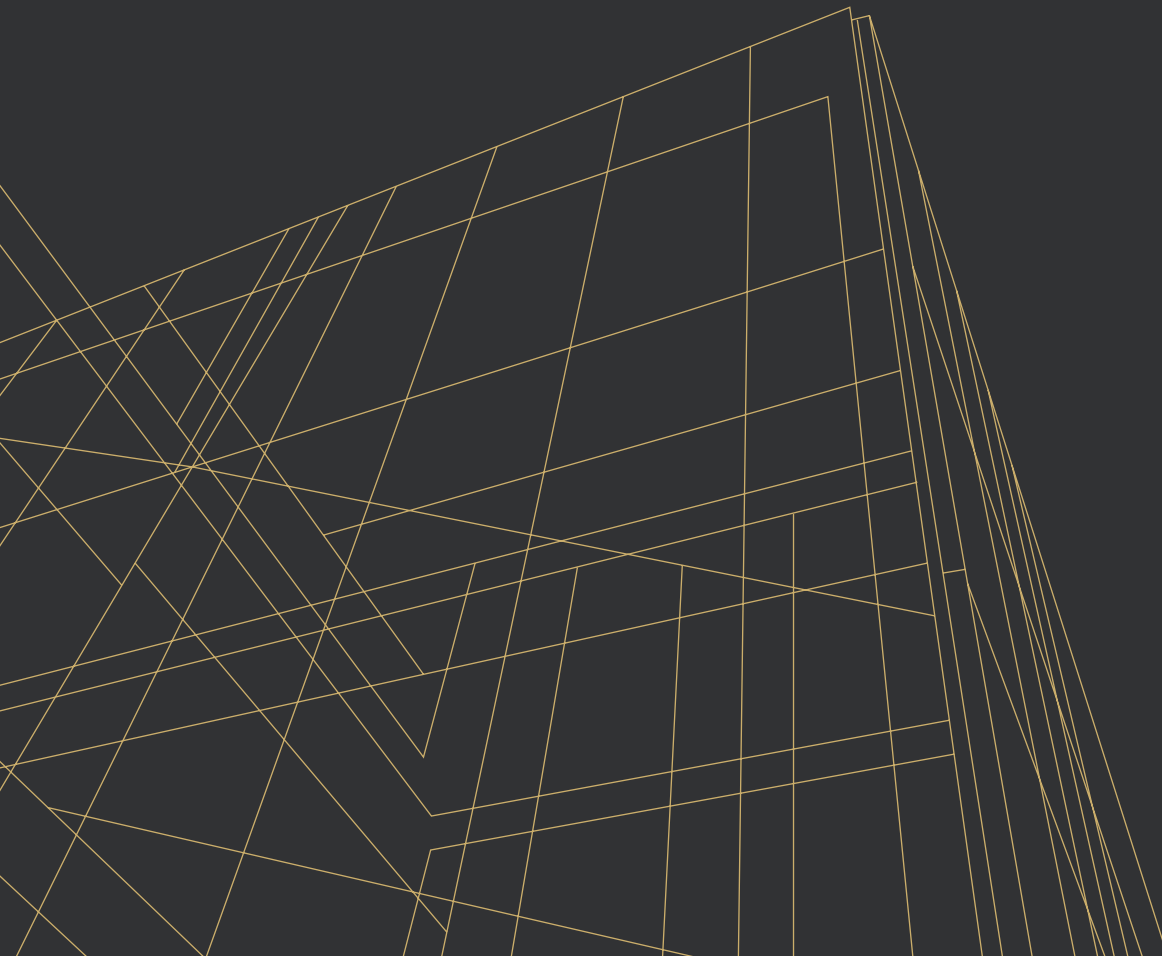
SHORELINE ON
MOSES LAKE

6,500 AC

SURFACE WATER ON
MOSES LAKE

*Attendance & lodging figures per Live Nation.



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FINANCIALS

Section 04

ANNUAL CASH FLOW

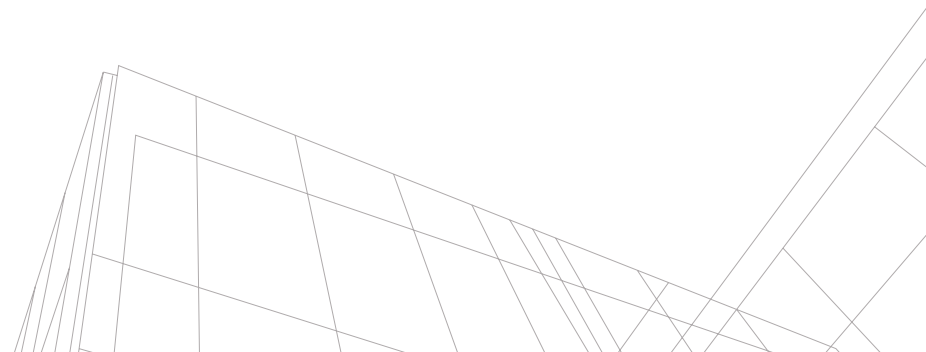
INCOME	2024	2025*	T12	Scheduled	Year 1	Notes
Gross Potential RV Rent						
Extended Stay Income	\$455,705	\$329,161	\$408,060	\$471,803	\$495,394	Scheduled assumes first 6 months of '26 annualized, Year 1 assumes 5% increase.
Short Stay	\$73,390	\$134,235	\$116,853	\$116,853	\$122,696	Scheduled assumes equal to T12, Year 1 assumes 5% increase.
Effective Rental Income	\$529,095	\$463,396	\$524,913	\$588,657	\$618,090	
Other Income						
Store Sales	\$10,583	\$3,607	\$10,116	\$10,116	\$10,622	Scheduled assumes equal to T12, Year 1 assumes 5% increase.
Total Other Income	\$10,583	\$3,607	\$10,116	\$10,116	\$10,622	
Effective Gross Income	\$539,678	\$467,003	\$535,029	\$598,773	\$628,711	
EXPENSES						
Real Estate Taxes	\$14,373	\$14,692	\$12,985	\$12,985	\$13,374	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
B&O Taxes	\$17,950	\$14,818	\$15,406	\$15,406	\$16,176	Scheduled assumes equal to T12, Year 1 assumes 5% increase.
Insurance	\$21,909	\$21,247	\$20,162	\$20,162	\$20,766	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Total Utilities	\$43,684	\$54,361	\$54,976	\$54,976	\$56,625	
Electricity Utility	\$19,954	\$25,624	\$23,907	\$23,907	\$24,624	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Propane	\$3,729	\$3,394	\$6,466	\$6,466	\$6,660	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Water Utility	\$2,572	\$4,121	\$5,680	\$5,680	\$5,850	Includes Water Testing Water Management, Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Sewer Utility	\$4,277	\$1,013	\$873	\$873	\$899	Septic expense, Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Trash Disposal	\$5,839	\$6,893	\$6,759	\$6,759	\$6,962	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Cable	\$5,623	\$11,037	\$8,907	\$8,907	\$9,174	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Internet/Phone Service	\$1,690	\$2,279	\$2,383	\$2,383	\$2,455	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Payroll	\$73,257	\$71,694	\$73,076	\$73,076	\$75,269	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Repair & Maintenance	\$9,740	\$8,283	\$2,970	\$26,500	\$27,250	Normalized to \$250 per RV site (73) \$750 per cabin (12) per year.

Expenses continue on next page.

ANNUAL CASH FLOW CONT.

EXPENSES	2024	2025*	T12	Scheduled	Year 1	Notes
Administrative	\$3,999	\$1,549	\$1,225	\$1,225	\$1,262	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Advertising	\$4,572	\$2,668	\$2,207	\$2,207	\$2,273	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Background Check Screening Fees/Security deposit refund	\$640	\$825	\$1,082	\$1,082	\$1,115	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Landscaping	\$4,115	\$4,011	\$2,260	\$2,260	\$2,328	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
COGS Camp Store/ Driving Range	\$2,716	\$2,754	\$3,554	\$3,554	\$3,660	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Supplies	\$3,491	\$2,664	\$2,784	\$2,784	\$2,867	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Dues/Subscriptions/Licenses	\$448	\$393	\$885	\$885	\$912	Scheduled assumes equal to T12, Year 1 assumes 3% increase.
Sales Tax	\$5,067	\$5,783	\$5,569	\$5,569	\$5,847	Scheduled assumes equal to T12, Year 1 assumes 5% increase.
Operating Reserves				\$4,200	\$4,200	\$50/space per year required by lender (banks will not loan on this income) x 84 sites.
Management				\$29,939	\$31,436	5% of income.
Total Expenses	\$205,961	\$205,742	\$199,140	\$256,809	\$265,360	
% Expense Ratio	38.2%	44.1%	37.2%	42.9%	42.2%	
Net Operating Income	\$333,717	\$261,261	\$335,889	\$341,964	\$363,351	
Cap Rate	8.6%	6.7%	8.6%	8.8%	9.3%	

*2025 extended-stay income reflects a temporary shift away from monthly tenancy under prior on-site management. Monthly tenancy has rebuilt following a management change at year end, and 2026 year-to-date revenue is tracking above the 2024 run rate.



RENT ROLL

(Occupied Long-Term RV Sites)

Site Count	Site #	Rent	Total Including Pet & Vehicle Fees*
1	P04	\$675	\$740
2	S26	\$625	\$660
3	S32	\$625	\$660
4	P37	\$675	\$710
5	S19	\$575	\$585
6	S01	\$0.00	\$30
7	S11	\$625	\$635
8	S21	\$625	\$630
9	P05	\$675	\$685
10	P24	\$675	\$710
11	P25	\$675	\$685
12	S06	\$625	\$635
13	P03	\$675	\$685
14	P41	\$675	\$685
15	P40	\$675	\$685
16	S22	\$625	\$635
17	P26	\$675	\$685
18	S34	\$625	\$635
19	P48	\$675	\$710

Site Count	Site #	Rent	Total Including Pet & Vehicle Fees*
20	C8	\$675	\$685
21	P06	\$675	\$680
22	P09	\$675	\$685
23	P43	\$675	\$785
24	C05	\$675	\$715
25	P19	\$675	\$685
26	P20	\$675	\$685
27	S28	\$625	\$690
28	P45	\$675	\$685
29	P18	\$675	\$685
30	P28	\$675	\$685
31	P42	\$675	\$680
32	P07	\$675	\$715
33	C3	\$675	\$685
34	S04	\$625	\$635
35	P44	\$675	\$685
36	S23	\$625	\$635
37	P27	\$675	\$685
38	S07	\$625	\$655

Site Count	Site #	Rent	Total Including Pet & Vehicle Fees*
39	S14	\$625	\$635
40	S02	\$625	\$635
41	P38	\$675	\$710
42	S05	\$625	\$635
43	P08	\$675	\$685
44	P39	\$675	\$685
45	P50	\$675	\$710
46	S27	\$625	\$660
47	P29	\$675	\$685
48	S08	\$625	\$635
49	S12	\$625	\$635
50	S13	\$625	\$635
51	P10	\$675	\$715
52	P46	\$675	\$685
53	P47	\$675	\$710
54	S33	\$625	\$660
55	S29	\$625	\$660
56	S35	\$625	\$655

*Electricity and propane consumption billed separately.

SALE COMPARABLES

Property Name	Property Address	Sale Date	Sale Price	RV/Cabin/ House Sites	Price Per Site	Year Built
EPHRATA RV PARK & CAMPGROUND	5707 Hwy 28, Ephrata, WA	–	\$3,900,000	99	\$46,429	1992
01 LAKE GOODWIN RESORT	4726 Lakewood Rd, Stanwood, WA	7/17/2026	\$7,700,000	78	\$98,718	1926
02 MT. SAINT HELEN'S RV PARK	167 Schaffran Rd, Castle Rock, WA	6/26/2026	\$2,290,000	68	\$33,676	1987
03 RAINBOW RESORT	34217-34221 Tanwax Ct E, Eatonville, WA	5/29/2026	\$2,778,000	52	\$53,423	1971
04 RIVER RUE RV PARK	44892 State Route 21 N, Wilbur, WA	4/30/2026	\$1,665,000	90	\$18,500	1984
05 MARINE RV PARK	401 Parkway Dr, Rock Island, WA	4/10/2026	\$2,718,500	66	\$41,189	2003
06 OCEAN BAY MOBILE & RV PARK	2515 Bay Ave, Ocean Park, WA	8/1/2025	\$1,250,000	25	\$50,000	2000
07 MONROE STREET ESTATES	2442 E Highway 101, Port Angeles, WA	2/4/2025	\$2,600,000	40	\$65,000	1970
08 PANORAMA RV PARK & STORAGE	510 W 5th Ave, Kettle Falls, WA	9/25/2024	\$1,800,000	48	\$37,500	1999

RENT SURVEY

	Property Name	RV Sites	Daily RV - Peak	Monthly RV	Cabins / Night	Utility Billing
	EPHRATA RV PARK & CAMPGROUND Ephrata, WA	73	\$40-50	\$625-675	Cabin \$70-120	Monthly also pays electric
01	OASIS RV PARK & GOLF COURSE Ephrata, WA	69	\$35-42	\$550	None	None posted. Cable and WiFi included.
02	SUNBASIN RV PARK Ephrata, WA	45	\$40	\$550	None	None, utilities included
03	SMOKIAM RV RESORT Soap Lake, WA	43	\$64-127	\$600 off-season / \$900 in-season	\$165-169	None. Monthly explicitly includes electric.
04	SHADY TREE RV Quincy, WA	n/a	\$40	\$525-550	None	None, includes full hookup
05	PIER 4 RV RESORT Moses Lake, WA	187	\$60-65	\$700-1,000	3 cottages, 5 camper trailers, 1 three-bed park model	None, utilities included
06	LAKEFRONT RV PARK Moses Lake, WA	54	\$45	\$795	None	Unknown. Largely monthly tenancy.

PRICING OVERVIEW

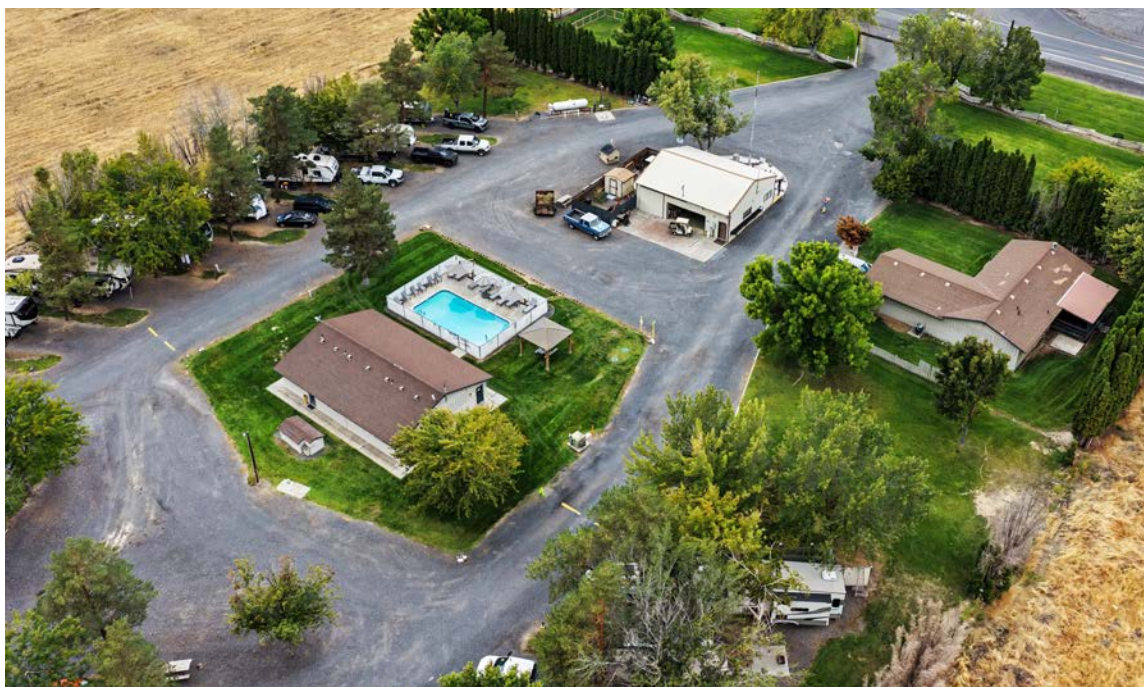
\$3,900,000

SALE PRICE

8.6%

T12 IN-PLACE CAP RATE

Seller Financing Terms Offered: \$2M down, 5% interest-only first position seller carry for 5-year term.



5-YEAR

FIXED RATE

6.85%

RATE

25-YEAR

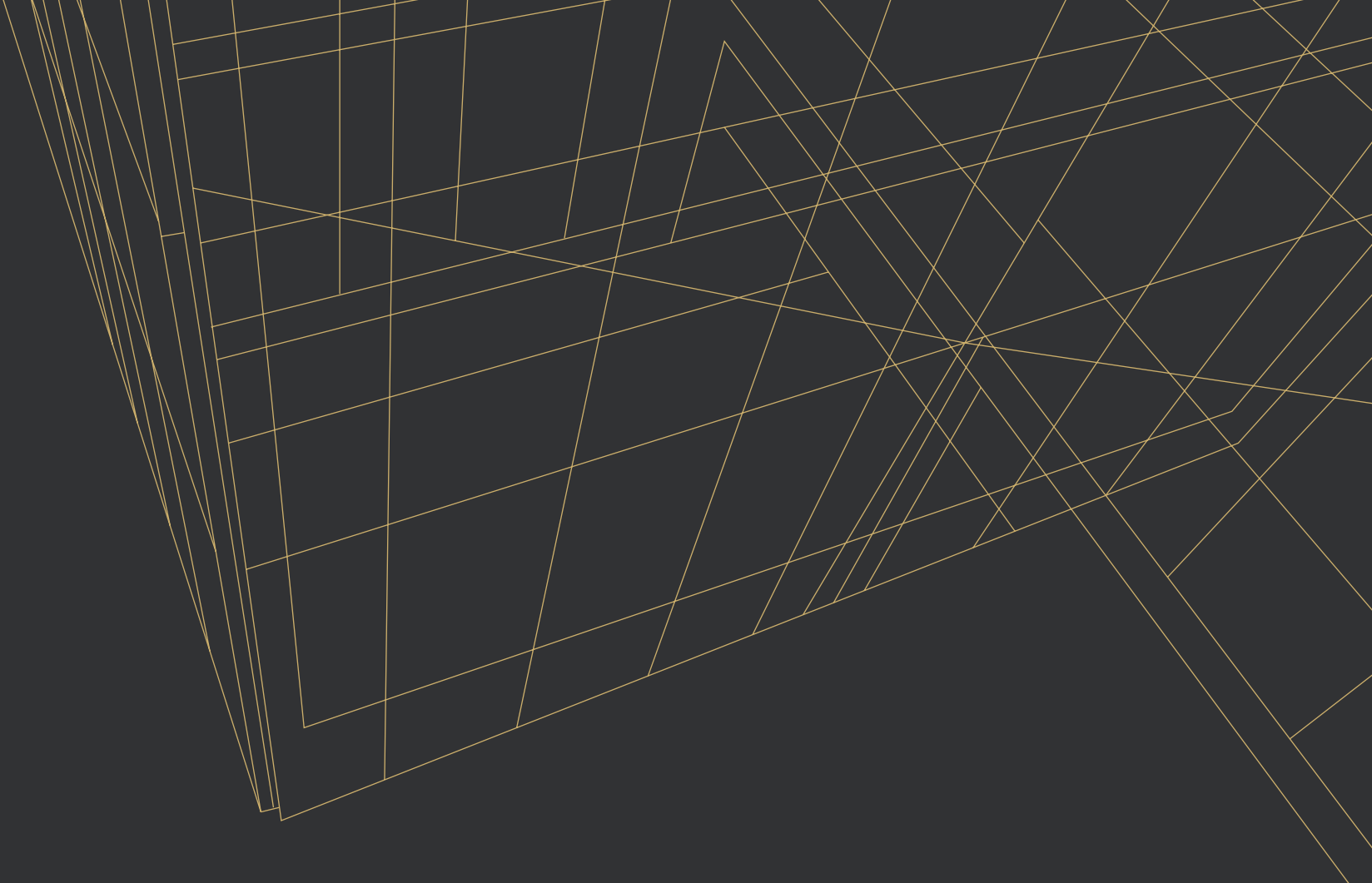
AMORTIZATION

UP TO \$2.75M

LOAN PROCEEDS

UP TO 65%

LTV



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