



PARK MARKETPLACE

OFFERING MEMORANDUM

Contractors Roost RV Park

2380 S. Main Highway #191 • Moab, Utah 84532

Entitled before Moab's 2019 overnight-accommodation freeze

OFFERED AT

\$3,500,000

7.1% cap in-place • 9.8% cap stabilized

Financing Offered

Assumable 4% SBA EIDL + 5% seller carry

4.75

ACRES FEE SIMPLE

26 + 4

RV SITES + CABINS

3,800 SF

COMMERCIAL BUILDING

10-12

VESTED EXPANSION PADS

Ciara Salayandia

Managing Broker • Director of Investments

720-248-7175 • team@parkmarketplace.com

parkmarketplace.com



Confidentiality & Disclaimer

- ◆ **Confidential material.** Delivered to qualified prospective purchasers under an executed Confidentiality Agreement. Do not reproduce or forward without Park Marketplace's written consent.

- ◆ **No warranty.** Information is Owner-supplied or third-party sourced and unverified by Park Marketplace. Pro forma figures are estimates, not guarantees. Offered AS-IS, WHERE-IS.

- ◆ **Buyer's own diligence.** Verify entitlement status, expansion vesting, utility capacity, the laundromat lease, and all income, expense and add-back figures independently.

- ◆ **All inquiries through Park Marketplace.** Do not contact the Owner, staff, tenants, or vendors. The Owner may withdraw, modify, or reject any offer at any time.

ACCESS

A signed Confidentiality Agreement is required before release of the data room.

Request via:

team@parkmarketplace.com

EXCLUSIVELY LISTED BY

Ciara Salayandia

Managing Broker • Director of Investments

720-248-7175

team@parkmarketplace.com

parkmarketplace.com

The Asset



\$3,500,000	4.75	7.1%	9.8%
OFFERING PRICE	FEE-SIMPLE ACRES	CAP ON IN-PLACE NOI	CAP ON STABILIZED NOI

4.75 fee-simple acres on US-191 — the sole corridor into Arches and Canyonlands, which drew 2.31 million recreation visits in 2025. Moab froze new overnight-accommodation approvals in February 2019 and stripped the use from zoning that July, expressly naming RV parks. Built 2017–18, this park is a recognized established use.

26 RV sites, 4 cabins, a 3,800 SF commercial building, city water and sewer, and 10–12 vested expansion pads. The park produced 2025 in-place net operating income of \$248,620, with only 9 of 26 sites on monthly agreements. Stabilization carries NOI to \$341,732, a 9.8% cap.

Offered at \$3,500,000 with an assumable 4% SBA EIDL note and 5% seller carry.

NET OPERATING INCOME			
2023	2024	2025	STABILIZED
\$219,538	\$213,880	\$248,620	\$341,732

Highlights

◆ Entitlement

Supply is legally capped.

◆ In-place income

\$248,620 NOI in 2025.

◆ Basis is defensible

Under comparable land alone.

◆ Two demand engines

Tourism or workforce housing.

◆ Growth already vested

10–12 pads, no new entitlement.

◆ Assumable debt offered

4% SBA EIDL + 5% seller carry.



Investment Highlights

1

Irreplaceable Entitlement

Moab froze new overnight approvals in February 2019 and removed the use from zoning that July, naming RV parks. Built 2017–18, this park is grandfathered.

2

Priced Below Comparable Land

Comparable infill land alone indicates \$4,248,851 for a site this size, \$748,851 above the offering price, before a dollar of income or entitlement.

3

\$248,620 In-Place Income

Net operating income of \$248,620 in 2025 after add-backs for financing run through operations, owner personal spend, and one-time items.

4

Growth Already Entitled

10–12 vested pads carry roughly \$82,500 of incremental revenue. The county has approved just three overnight projects since the freeze.

5

Assignable Lease Income

\$48,000/yr laundromat lease on the commercial building. Nearly fully NOI-additive and assignable at closing.

6

Dual Demand Engine

2.31M national-park visits in 2025 plus a ~1,000-unit workforce housing gap. Nightly and monthly demand, year-round.



Entitlements — Grandfathered

New entitlement and expansion is nearly frozen.

FEB 2019	The freeze Moab City and Grand County halt all new overnight-lodging applications.
JUL 2019	Zoning stripped Ord. 2019-018 removes overnight accommodations as a use by right — and recognizes established uses as legal.
2020	Case-by-case only Every new overnight accommodation now requires direct commission approval.
2019–24	Three approvals Three overnight projects approved since the freeze. The first near Moab came January 2024.
TODAY	Established use Built and operating in 2017–18, before the freeze. Recognized. Pads vested.

COST TO REPLICATE

N/A

No land price and no timeline produces a competing park on this corridor. The approval is not for sale — it is not being issued.

VALUE ADD

The location of this park is on the only road into two national parks, with value-add potential, or repositioning.

The Market

New overnight-accommodation approvals — Grand County



3 overnight-accommodation approvals granted countywide since the February 2019 freeze

~4,000

overnight rooms and rentals already built when the freeze hit

~1,000

units in the planning pipeline — stopped

90%+

Of Grand County is federal public land

2.31M

Park visits in 2025, still growing against fixed supply

~2 yrs

Typical timeline for a new development approval

Case-by-case

Every new overnight use needs direct commission approval

Two of the three were far from Moab. The first near-Moab overlay was approved in January 2024.

VALUATION

When the regulator removes the supply response, existing inventory carries the market. This is priced off land and entitlement — with a blend of the trailing cap rate.



Full-hookup sites, US-191 corridor



Property Description

PROPERTY DETAILS		INFRASTRUCTURE & OPERATIONS	
Address	2380 S. Main Hwy #191	Water	City of Moab — municipal
City / County	Moab • Grand County, UT	Sewer	City of Moab — municipal
Land area	4.75 acres, fee simple	Well / WWTP exposure	None
Year built	2017–2018	Power	Rocky Mountain Power
RV sites / cabins	26 / 4	RV hookups	Full hookup
Commercial building	3,800 SF	Commercial income	Laundromat, \$48,000/yr
Vested expansion pads	10–12	Lease assignability	Assignable at closing
Frontage / access	US-191 (S. Main)	Monthly agreements	~9 of 26 RV sites monthly
Zoning / use status	Established use — grandfathered	Utility billback	Not in place — upside
26 RV SITES Full hookup		4 CABINS Used for STR/MTR	
3,800 SF COMMERCIAL Laundromat under lease		10–12 EXPANSION PADS Vested — not yet built	

Property Photos

US-191 frontage, full-hookup sites, and the Moab rock rim.



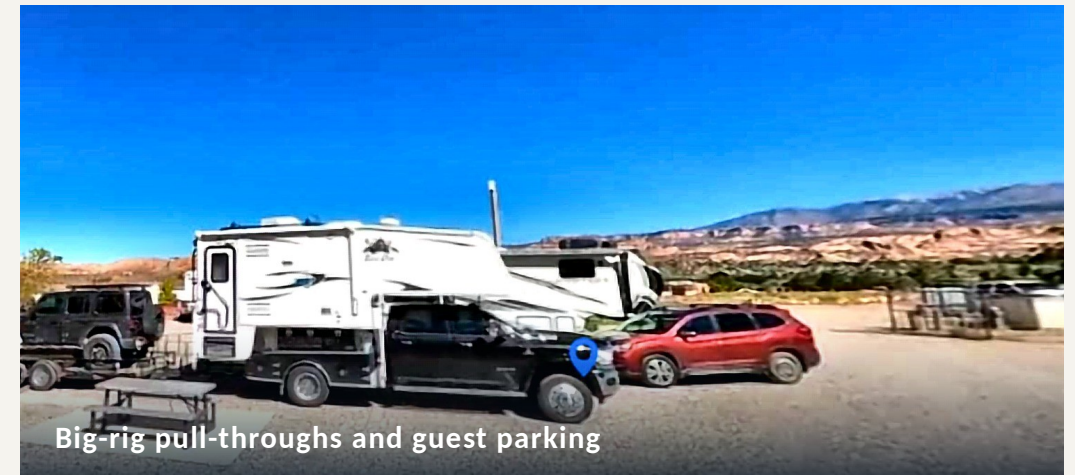
US-191 frontage and park entrance



Full-hookup site



Open pads, rock rim



Big-rig pull-throughs and guest parking

Photographs are Owner-supplied and shown for identification only.



The Moab Market

US-191 is the roadway into Moab.

ENGINE 1 — NATIONAL PARK TOURISM	
1,510,000	Arches recreation visits, 2025
796,100	Canyonlands visits, 2025
2,306,100	Combined — all via US-191
2026	Arches ends timed entry

Arches dropped timed entry for 2026, removing the cap that had metered drive-up visitation since 2022.

ENGINE 2 — MOAB WORKFORCE HOUSING	
90%+	of Grand County is public land
~1,000	workforce housing units needed
76.7%	of employers lost staff to housing
2,226	seasonal workers added annually

Grand County's 2022 Alternative Dwelling Overlay expressly permits long-term camp parks housing workers who live in RVs. Monthly tenancy here is policy-endorsed demand.

Tourism fills the nightly inventory April–October. Workforce tenancy fills the monthly inventory year-round.

Valuation Metrics

Value indications

Comparable land basis

Dirt with no entitlement



\$3,152,618

OFFERING PRICE

Land, entitlement, income and improvements



\$3,500,000

In-place income @ 6.5% cap

What the asset earns today



\$3,824,923

Comparable infill land

Dirt at the top of the market



\$4,248,851

Stabilized income @ 6.5% cap

What the entitlement produces



\$5,257,415

THE BASIS

Land comps price dirt. None carries an overnight entitlement, because none can be issued. Pay comparable land money elsewhere and you get dirt. Pay it here and you get a 30-unit operating use and \$248,620 of in-place income.

WHAT THE BASIS BUYS

- ◆ 4.75 acres, US-191 frontage
- ◆ 26 RV sites + 4 cabins
- ◆ 3,800 SF commercial building
- ◆ City water and sewer
- ◆ 10–12 vested expansion pads
- ◆ \$48,000/yr assignable lease





Three-Year Operating History

Line Item	2023	2024	2025
Total Revenue	\$306,434	\$299,507	\$305,753
Total Operating Expenses & COGS	(88,939)	(92,054)	(68,423)
REPORTED NOI	\$217,494	\$207,453	\$237,330
Add back: interest run through operations	—	—	\$1,590
Add back: owner auto, meals & personal	\$1,443	\$3,441	\$8,998
Add back: owner condo	\$600	\$446	\$702
Add back: owner travel	—	\$2,540	—
NET OPERATING INCOME	\$219,538	\$213,880	\$248,620

Cash-basis and Owner-supplied. Add-backs comprise financing run through operations, owner personal spend, and one-time items.

2025 NET OPERATING INCOME

\$248,620

A 7.10% cap at the offering price

STABILIZED NOI

\$341,732

\$93,112 of identified upside sits inside the existing approval. A 9.8% cap.

FINANCING OFFERED

3.16× DSCR

\$78,645 of debt service against \$248,620 of NOI, from day one.



In-Place Income — 2025

Line Item	2025	Basis
RV site & cabin revenue	\$250,863	2025 actual, Owner-supplied
Commercial laundromat lease	\$48,000	\$4,000/mo · assignable
Other rental income	\$7,400	2025 actual
Less: rent refunds	(510)	2025 actual
Effective Gross Income	\$305,753	Total in-place revenue
Utilities	(39,692)	Absorbed, no billback in place
Bank & merchant fees	(8,563)	2025 actual
General & administrative	(4,015)	2025 actual
Repairs & maintenance	(1,631)	2025 actual
Job-related costs / COGS	(1,666)	2025 actual
Payroll	(1,000)	Owner-operated level
Insurance	(567)	Owner-operated level
Total Operating Expenses	(57,133)	2025 actual
NET OPERATING INCOME	\$248,620	In place, before stabilization
Cap Rate on Offering Price	7.10%	at \$3,500,000
STABILIZED NOI	\$341,732	Pro forma, see next page
Cap Rate on Stabilized NOI	9.76%	at \$3,500,000

OPPORTUNITY

9 of 26 sites are monthly, utilities are absorbed rather than billed back, and 10-12 entitled pads sit unbuilt. Every lever is inside the existing approval.

7.10%

CAP RATE ON IN-PLACE NOI

\$93,112

IDENTIFIED NOI UPSIDE

\$48,000

ASSIGNABLE LEASE INCOME

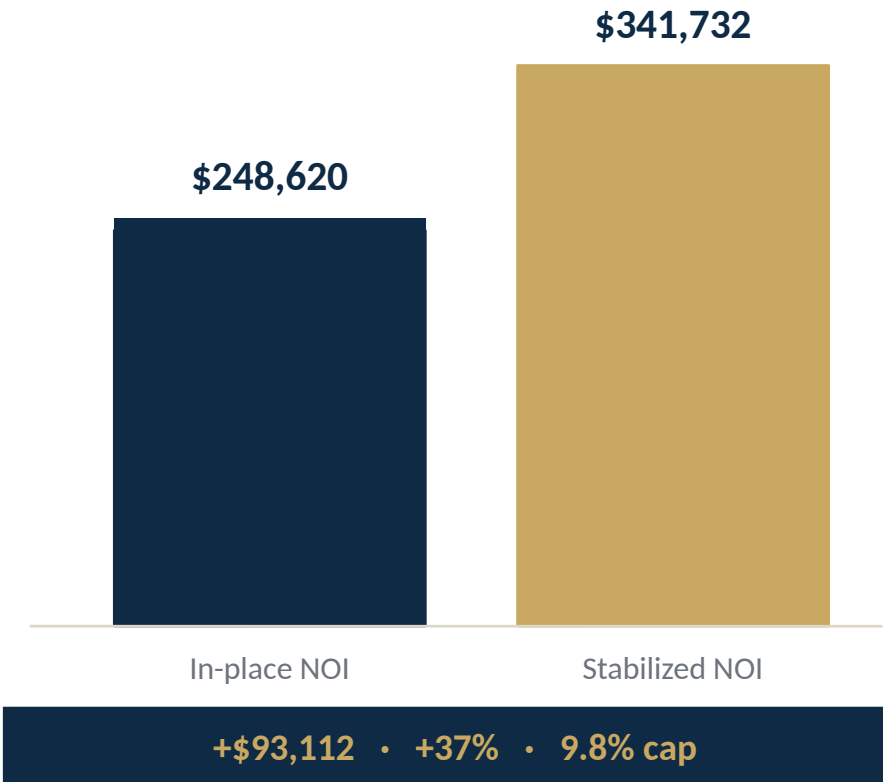
5.00%

SELLER NOTE RATE OFFERED



NOI Levers

NOI BRIDGE



THE LEVERS

- 1

Build the vested expansion
10-12 entitled pads at market rate, underwritten at a 62.9% incremental margin.

+\$51,872
- 2

Utility billback / RUBS
Currently absorbed by the park in full against \$39,692 of utilities.

+\$22,000
- 3

Lease-up + rent-to-market
Nightly turnover to term tenancy at \$950; 9 of 26 sites are monthly today.

+\$19,240
- 4

Laundromat optionality
Hold the \$48,000 lease, or operate in-house at expiry.

Not underwritten

\$248,620 in-place + \$93,112 from levers = \$341,732 stabilized



Redevelopment Opportunity

VESTED ENTITLEMENTS		VALUE ADD	
1	10-12 vested pads Density already approved.	Incremental revenue	\$82,500
2	4.75 acres, fee simple Room to build, with US-191 frontage.	At a 62.9% underwritten margin	+\$51,872 NOI
3	City water and sewer on site No well, no WWTP, no will-serve fight.	Value created at a 6.5% cap	≈ \$798,000
4	3,800 SF building standing Commercial income from day one.	Pad development cost	Buyer to budget
Roughly \$798,000 of value sits inside an existing approval.			
COST TO OBTAIN ENTITLEMENTS ON OTHER RAW LAND			
\$4,248,851	Case-by-case	3 total	~2 years
comparable infill dirt, unentitled	planning commission approval required	overnight approvals since the freeze	for new development approvals



Seller Financing & Assumable Debt

STRUCTURE A • CONVENTIONAL	
Bank first (60% LTV)	\$2,100,000
Buyer equity	\$1,400,000
Rate / amortization	6.50% • 25-yr am
Annual debt service	\$170,152
DSCR, in-place	1.46×
DSCR, stabilized	2.01×

STRUCTURE B • OFFERED	
Buyer cash / equity	\$2,000,000
Assumed SBA EIDL note	\$500,000 • 4% • 30-yr
Seller carry	\$1,000,000 • 5% IO
Annual debt service	\$78,645
DSCR, in-place	3.16×
DSCR, stabilized	4.35×

Terms subject to approval by seller of a qualified buyer. Structure A clears the standard 1.25× lender minimum in place at 1.46×. Structure B carries \$1,500,000 of debt, 42.9% LTV at a 5.24% blended constant.

3.16×

DSCR ON IN-PLACE NOI • STRUCTURE B

Illustrative. Bank terms are placeholders pending written quotes. EIDL assumption subject to SBA approval. Seller note subject to definitive agreement. Not a commitment to lend.



PARK MARKETPLACE

NEXT STEPS

Contact Us

1

Execute the CA

Available on Crexi via the Due Diligence tab

2

Submit qualification

Proof of funds + track record if pursuing seller financing

3

Seller calls & tour

Scheduled directly with Ciara

4

Offer

LOI with proposed structure

EXCLUSIVELY LISTED BY

Ciara Salayandia

Managing Broker • Director of Investments

720-248-7175

team@parkmarketplace.com

parkmarketplace.com

Park Marketplace • Colorado brokerage EC.100109943

Park Marketplace is a specialist brokerage in RV parks, glamping, and manufactured-home communities.