

Schroon River Escape Lodges & RV Resort

969 E Schroon River Rd,
Diamond Point, NY 12824

PROPERTY ADDRESS

A Full-Service, 158-Site
RV Resort & Lodges

INVESTMENT OPPORTUNITY



Note to the reader, you will find links throughout the OM pages containing important information, we advise that you **click** on these links to learn more.

Welcome!

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[Fair Housing Notice link](#)

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Guidelines

The offering is being distributed exclusively by Marcus & Millichap REIS to the investment community. Following the initial bids, the owner will select an investor to purchase the property or request from a group of investors to submit a best and final offer, from which one will be selected. The selection will be based on a variety of factors including purchase price, contract terms, financial strength, ability to close, timing and experience in closing similar transactions.

All offers must be presented in writing and include:

- Price
- Source of capital
- Proof of funds
- Relevant experience
- Proposed schedule of due diligence and closing
- Amount of earnest money
- List of contingencies including committee approvals,
- possible 1031 exchanges, etc.

All interested investors are encouraged to schedule a property tour to visit the community and the surrounding market with an approved representative to fully appreciate its market position, quality and strong fundamentals.

Property Overview

Property Location

PARK NAME	Schroon River Escape Lodges & RV Resort
PROPERTY ADDRESS	969 E Schroon River Rd, Diamond Point, NY 12824
COUNTY	Warren County
METRO AREA	Glens Falls, NY MSA
PARCEL NUMBER(S)	522000 184.02-2-8

[Click Here for Seller Materials](#)



Site Description

PURCHASE PRICE	Unpriced
TOTAL RENTAL UNITS	158
RV SITES	148
GLAMPING TENTS	5
CABINS	5
EXPANSION POTENTIAL	Yes (40+ Sites w/ City Approval)
TOTAL LAND AREA	29.45 Acres
ROADS	Paved & Gravel
FLOOD ZONE	No
OPPORTUNITY ZONE	No

Infrastructure

WATER SYSTEM	Private, Landlord Pays
SEWER SYSTEM	Private, Landlord Pays
ELECTRIC SERVICES	Public, Tenant Pays
GAS/PROPANE SERVICES	Public, Tenant Pays
TRASH	Dumpster, Landlord Pays
CABLE SERVICES	Public, Tenant Pays
LAWNCARE SERVICES	Landlord Mows, Landlord Pays
SNOW REMOVAL	Park Plows, Landlord Pays

Property Description

Full-Service Lodges & RV Resort

The Esterson MHC Team is pleased to present Schroon River Escape Lodges & RV Resort, a 158-site RV resort located in Diamond Point, NY. Just miles from Lake George, “The Queen of the American Lakes”, this full-service resort resides on nearly 30 acres of land in the heart of the Adirondack Mountains with a mile of beautiful river frontage and spacious sites directly on the water. Only a few hours from New York City, Boston, Philadelphia, and Washington D.C., people come from all over to escape the hectic pace of everyday life and simply enjoy the peace and serenity of Schroon River.

In addition to its pristine location, Schroon River Escape offers an array of activities and amenities for all ages. There’s an outdoor swimming pool, beach, lodge, camp store, game room, playground, hayrides, kayaks, tubes, horseshoes, bands, barbecues, and an activities director for children and adults!

Schroon River Escape is comprised of 158 rentable units – 148 RV Sites, 5 Luxury Glamping Tents & 5 Cabins – and serviced by private utilities. The resort is permitted for year-round usage but operates as a membership park on a seasonal basis [May 15 through October 15]. The seller owns a secondary park in Saratoga Springs, NY, which she plans to move all her current members over to. This provides an investor with the opportunity to acquire a 158-site, full-service RV resort that’s unencumbered by any memberships, so that they can run the park however they’d like (seasonal, daily, weekly, etc.). Most, if not all, of the comparable parks in the area are running at 100% occupancy, with waiting lists, and are charging anywhere from \$54 to \$179 a night for full hook-up RV sites. Based on a recent rent survey we conducted, some resorts are charging up to \$20,000 a season!

This unparalleled family getaway is being offered without any members, with significant value-add and expansion potential, in an A+ location. We ask that all investors submit their best & final offers, as no pricing guidance will be given.

▶ HIGHLIGHTS

- Prestigious Location
- Incredible Market Demographics
- Immaculate Facilities & Amenities
- Oversized, Full-Hookup RV Lots
- Expansion Potential (w/ City Approval)

▶ KNOWN ISSUES

- Membership Park (Previously)
- Limited Books & Records
- Private Utilities



Rental Unit Breakdown

158

TOTAL RENTABLE UNITS

93

STANDARD RV SITES

22

WATERFRONT RV SITES

33

GRASSY FLAT RV SITES

5

LUXURY GLAMPING TENTS

2

DELUXE CABINS W/ PORCH

2

DELUXE CABINS W/OUT PORCH

1

EFFICIENCY CABIN

Rental Rates by Unit

\$72

STANDARD RV SITES (DAILY)

\$75

WATERFRONT RV SITES (DAILY)

\$64

GRASSY FLAT RV SITES (DAILY)

\$149

LUXURY GLAMPING TENTS (DAILY)

\$175 | \$199

DELUXE CABINS W/ PORCH (SUN-THURS | FRI-SAT)

\$150 | \$175

DELUXE CABINS W/OUT PORCH (SUN-THURS | FRI-SAT)

\$99 | \$150

EFFICIENCY CABIN (SUN-THURS | FRI-SAT)

\$4,580 | \$6,480

SEASONAL RV RATES (STANDARD | WATERFRONT)

Click on the links below for additional property information:

Shared Materials

Rent Comparison (Seasonal)

Schroon River Escape Lodges & RV Resort

Utilities: Full Hook-Up (W/S/E)

Lake George Escape Campground

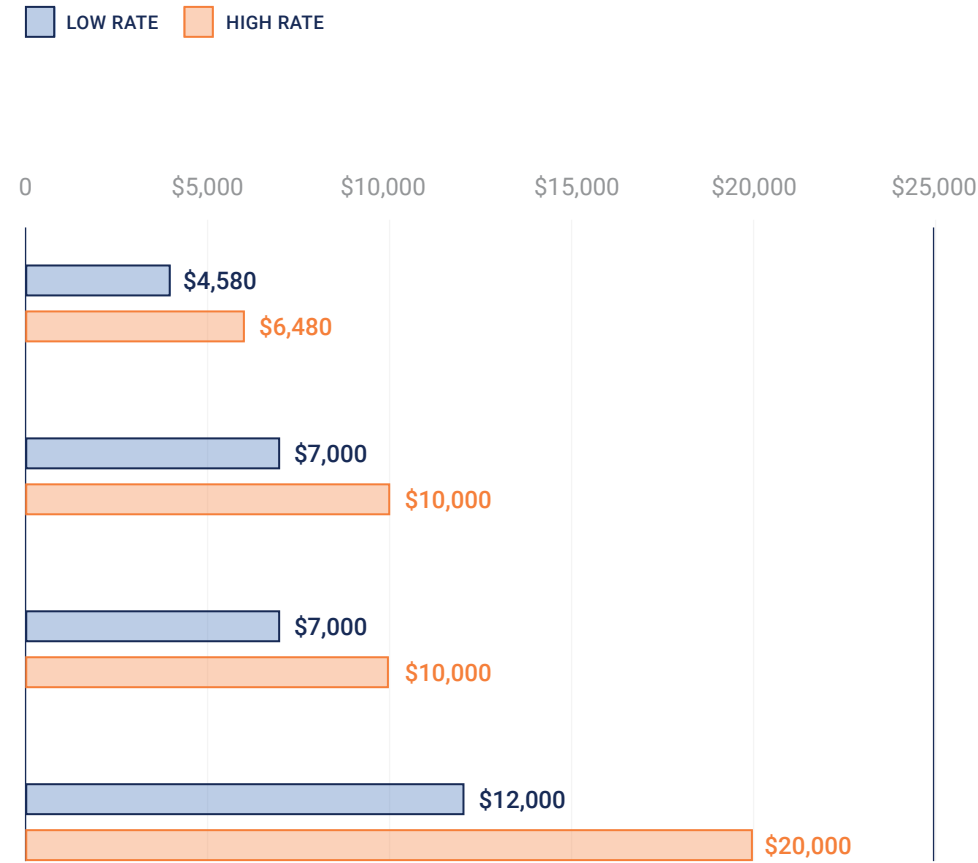
Utilities: Full Hook-Up (W/S/E)

Lake George Schroon Valley Resort

Utilities: Full Hook-Up (W/S/E)

Moose Hillock Camping Resort

Utilities: Full Hook-Up (W/S/E)



Rent Comp Comments

Most, if not all, of the comparable parks in the area are running at 100% occupancy, with waiting lists, and are charging anywhere from \$54 to \$179 a night for full hook-up RV sites. Based on a recent rent survey we conducted, some resorts are charging up to \$20,000 a season!

Rent Comparison (Nightly)

Schroon River Escape Lodges & RV Resort

Utilities: Full Hook-Up (W/S/E)

Adirondack Safari

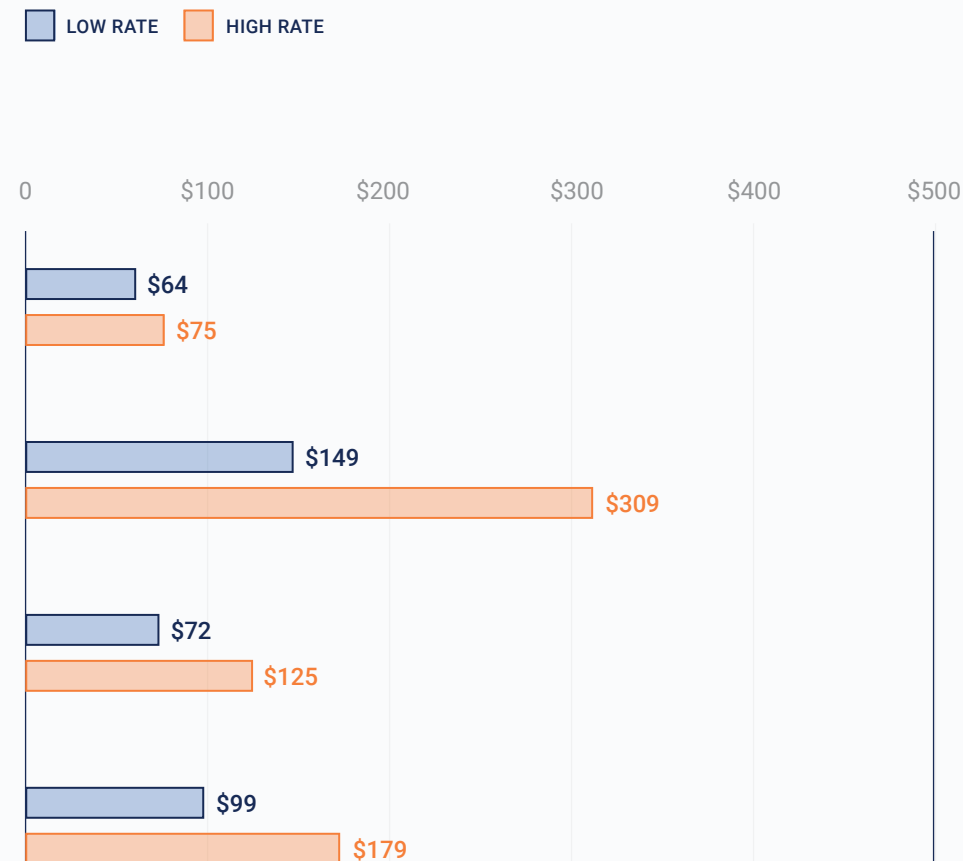
Utilities: Full Hook-Up (W/S/E)

Lake George Escape Campground

Utilities: Full Hook-Up (W/S/E)

Lake George RV Park

Utilities: Full Hook-Up (W/S/E)



Additional Assets

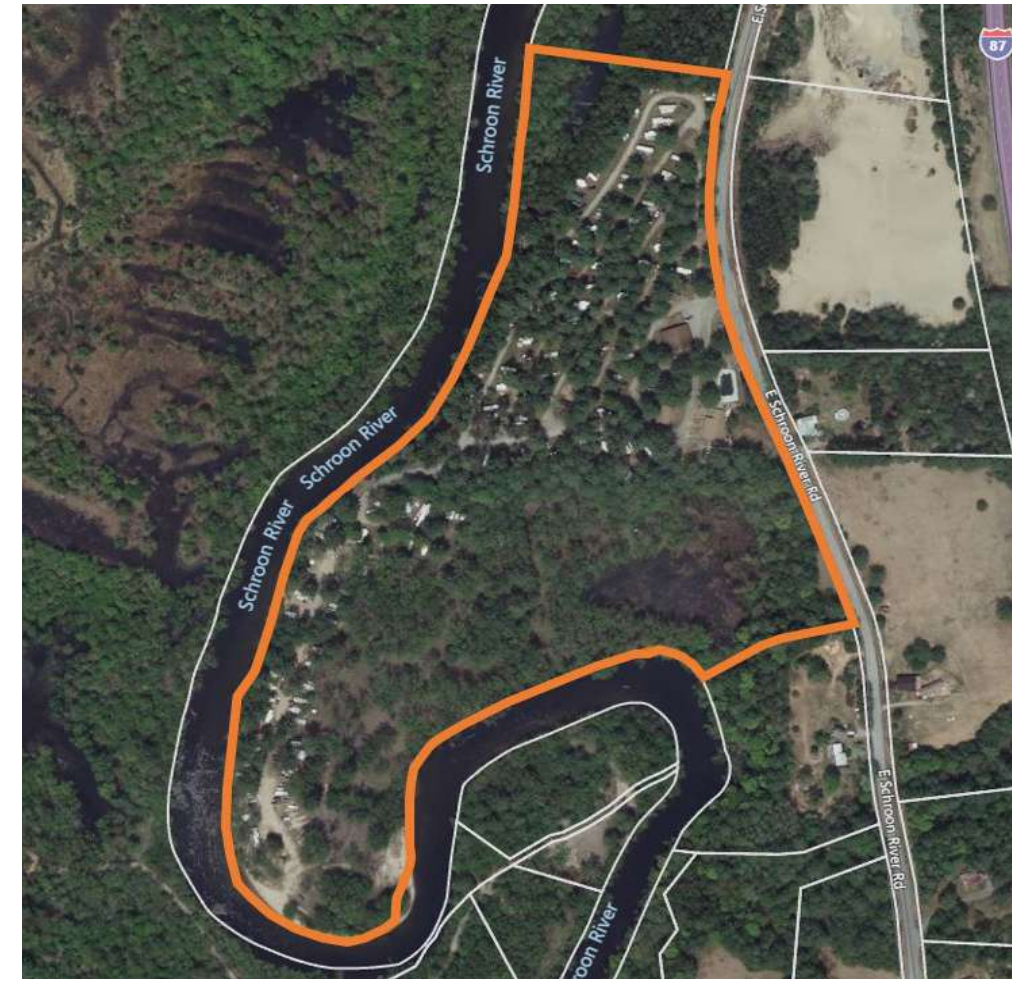
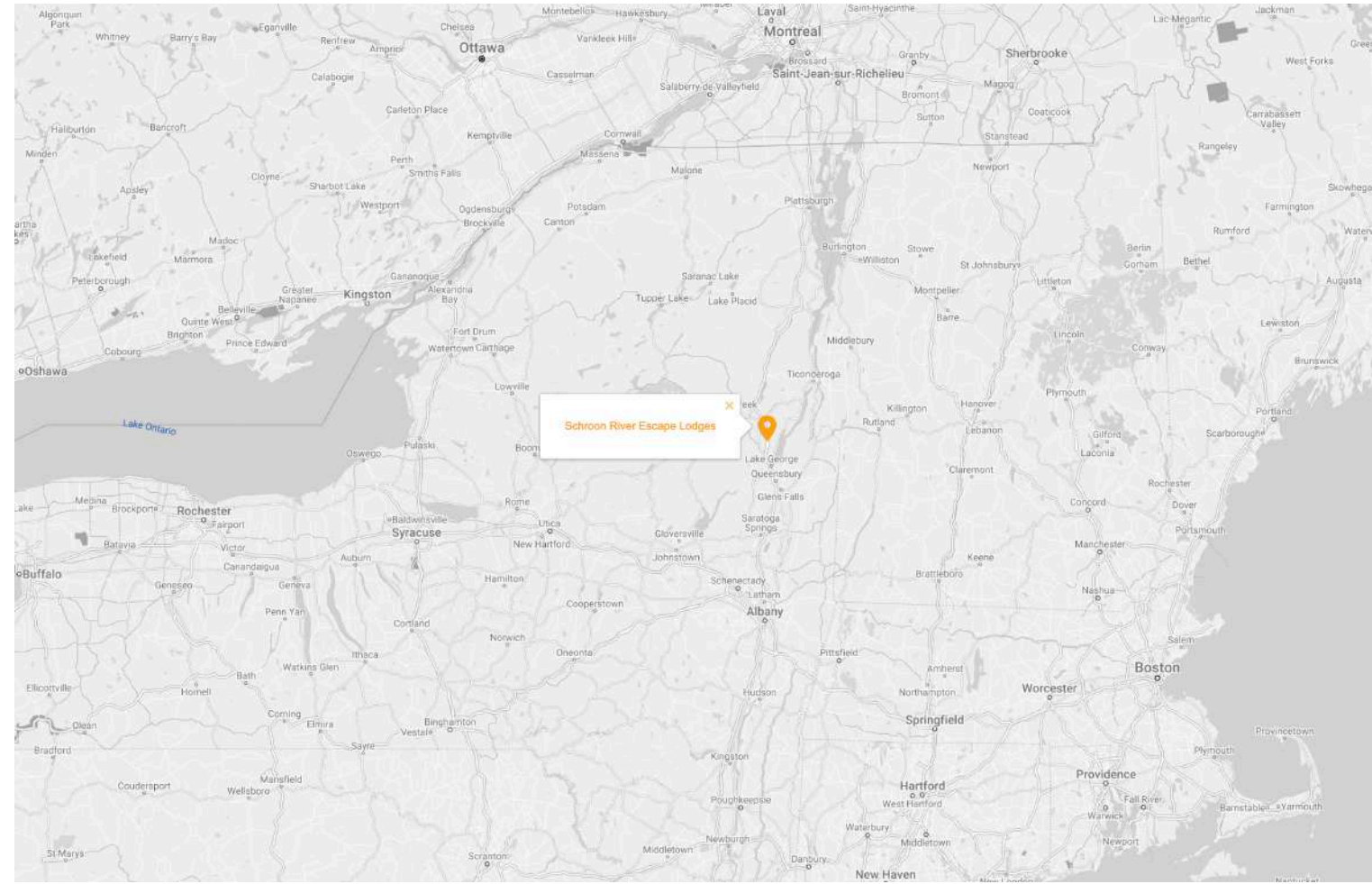
[Additional Rent Comps](#)

[Rent Comps Map](#)





Property Location & Parcel Map



Local Market Statistics

	City	County	MSA
	DIAMOND POINT	WARREN	GLENS FALLS, NY MSA
POPULATION	1,016	63,756	124,362
GROWTH	+15.4%	-1.5%	-1.5%
MEDIUM HOME PRICE	\$503,200	\$255,600	\$214,100
AVERAGE 2BD APARTMENT RENT	\$1,065	\$1,065	\$1,065
MEDIAN INCOME	\$61,761	\$56,601	\$54,112



▶ Property Photos



► Property Photos



Brokerage Team

In the 20 plus years Glenn has been in commercial real estate he has brokered hundreds of millions of dollars worth of affordable housing apartments, manufactured housing and RV communities throughout the United States. He has successfully transacted hundreds of times for his clients. In addition to his work as a broker, Glenn has owned and operated mobile home communities, run a number of small businesses, and owned other commercial real estate assets.

Most recently Glenn has authored and published the industry's newest book called ["The Mobile Home Park Manifesto"](#). Glenn resides in Wilmington, NC.

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▶ **ESTERSON TEAM MHC**

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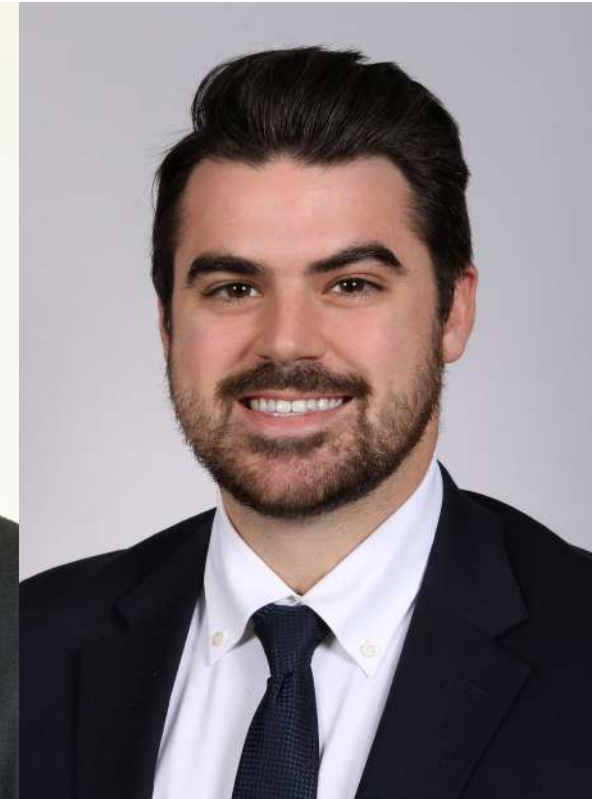
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Glenn D. Esterson
 FIRST VICE PRESIDENT



James Dickens
 LEAD UNDERWRITER



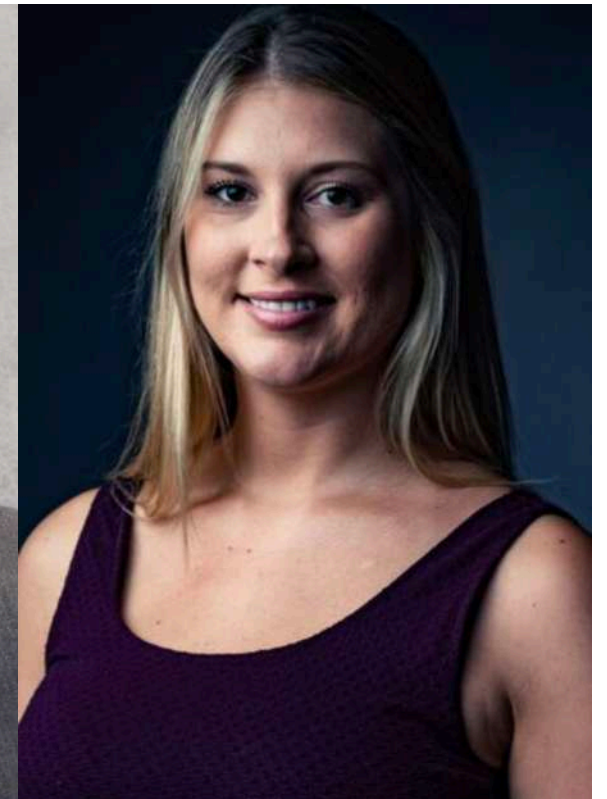
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PROPERTY SHOWINGS

BROKER OF RECORD

