

INVESTMENT OPPORTUNITY



EMERALD LAKE RV RESORT & WATERPARK
7248 GORE RD. PUSLINCH ONTARIO

286 SITES

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Guidelines

Cushman & Wakefield Waterloo Region Ltd. (“C&W”) & Premium Acquisitions, as exclusive agent for the Seller, is pleased to offer to the market a 100% freehold interest in Emerald Lake RV Resort & Waterpark..

All offers must be presented in writing and include:

1. Name and identity of the prospective purchaser or purchasers;
2. Purchase price, initial deposit and deposit payable on satisfaction or waiver of the purchaser’s due diligence conditions;
3. Purchaser’s proposed due diligence investigations and timeline for satisfaction of same;
4. Anticipated date of closing;
5. The address, email and fax number of the prospective purchaser.

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

LEGAL NAME:	Emerald Lake Inc.
OPERATING AS:	Emerald Lake RV Resort & Waterpark
ADDRESS:	7248 Gore Road Puslinch Ontario
YEAR BUILT:	1979
YEAR RENOVATED:	1998
PIN #:	712020095 & 712020052
LEGAL DESCRIPTION	SURFACE RIGHTS- PT LT 29 CON GORE PUSLINCH AS IN ROS274631 SOUTH OF RAILWAY EXCEPT PTS 1 & 2, 61R2907 & PT 1, 61R8711 & EASE THEREIN ; PUSLINCH ; S/T EASE LT7846
ZONING:	RC & EN
TOTAL LAND AREA:	90.60
YEARLY OPERATING TIMEFRAME:	May 1st – October 15th



Site Description

PURCHASE PRICE	\$22,500,000
TOTAL RENTAL UNITS	286
TOTAL SEASONAL LOTS	201
TOTAL CABIN/COTTAGES	21
TOTAL TRANSIENT SITES	27
TOTAL TENT/POP UP TRAILER	37
EXPANSION APPROVED	No
ROADS	Private

Mechanical Description

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

PROPERTY DESCRIPTION

➤ HIGHLIGHTS

- Full-Services RV Resort
- Quarry w/ Waterpark
- High Occupancy
- Numerous Amenities

C&W & PREMIUM is pleased to present Emerald Lake RV Resort & Waterpark

Emerald Lake RV Resort & Waterpark is a premier family-oriented recreational facility located in Puslinch, Ontario, just minutes from major urban centers. Spanning across a 90.60-acre property, the resort is centered around a pristine, spring-fed quarry lake, offering a tranquil environment for both day visitors and overnight guests. The resort features a harmonious blend of natural beauty and modern amenities, making it a sought-after destination for families, outdoor enthusiasts, and event organizers. Emerald Lake is well-known for its friendly atmosphere, well-maintained facilities, and the variety of activities available, ensuring a memorable experience for all guests.

Key Features:

- **RV Sites & Lodging:** The resort offers [insert number] fully serviced RV sites with access to water, electricity, and sewage hookups, catering to both short-term visitors and seasonal campers. Additionally, the property includes well-appointed cabin rentals that provide a comfortable lodging alternative for those without RVs. The cabins are designed to blend with the natural surroundings, offering a rustic yet cozy retreat.
- **Waterpark:** A key attraction of the resort, the waterpark is designed to provide endless entertainment for guests of all ages. It features multiple water slides, splash pads, and inflatable water trampolines set within the lake, offering a safe and exciting environment for children and adults alike. The waterpark is a major draw for families, especially during the warm summer months.
- **Recreational Amenities:** Emerald Lake RV Resort & Waterpark boasts a wide range of recreational facilities, including 18 sand volleyball courts, a playground, and scenic hiking trails that meander through the property. The expansive picnic areas, complete with tables and grills, are ideal for family gatherings and group outings. These amenities are designed to encourage active outdoor lifestyles while providing opportunities for relaxation and leisure.
- **Event Hosting:** The resort's natural beauty and well-maintained facilities make it an ideal venue for hosting a variety of private events, such as weddings, family reunions, corporate retreats, and community gatherings. The flexible event spaces can accommodate both small and large groups, with the lake and surrounding landscape providing a stunning backdrop for any occasion.

PARK OVERVIEW



TRAILERPARK AMENITIES:

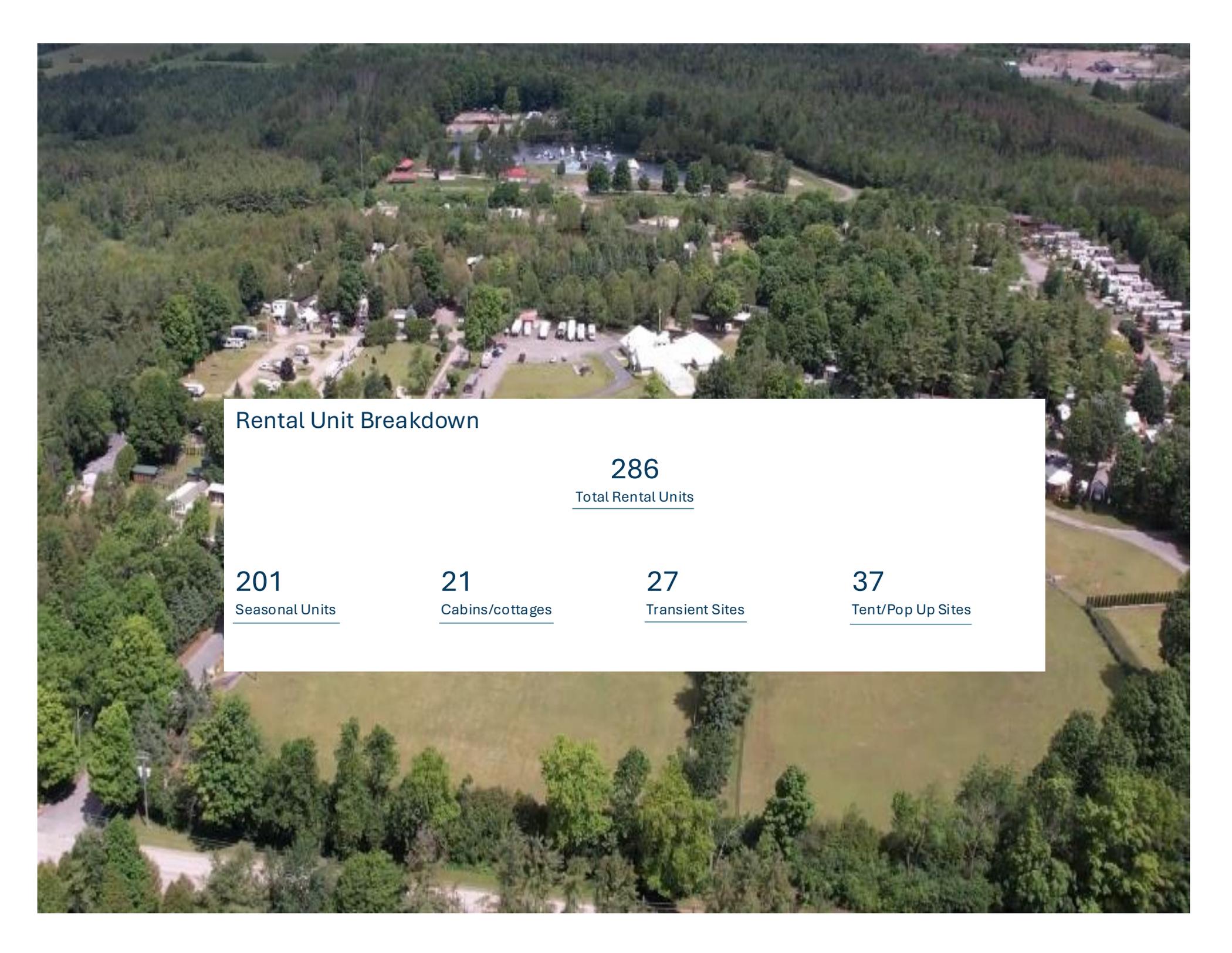
- Tiki Hall
- Corporate Event Building
- Emerald Banquet Hall w/ Indoor Pool (accommodates 200+ people)
- General Store
- BBQ Area
- Laundry Facilities with Shower (centrally located, coin-op machines)
- Modern & clean Washroom Facilities (centrally located, coin-op showers)
- Children's Playground
- Big Kids Playground (Basketball, skateboarding, volleyball)
- Campers Soccer Sports Field
- Horseshoe Pits
- Fenced in Dog Run



WATERPARK AMENITIES:

- 5-acre spring fed quarry (15'- 40' deep) with:
 - low & high diving areas
 - Inflatable water-toys consisting of 2 bubbles, rock climbing wall, jungle joe and obstacle course
 - Sand area
- Snack Bar & Grill
- Water Slide (200ft) into 4 Foot Pool
- Childrens Pool (2ft deep with jets)
- BBQ Area
- Rental Shop
(Life Jackets, Kayak, Paddle board, Ball & Souvenir)
- Laundry Facilities with Shower
(centrally located, coin-op machines)
- Modern & clean Washroom Facilities
(centrally located, coin-op showers)
- Children's Playground
- Beach Volleyball Courts (18 regulation courts)
- 3 pavilions (106, 106 & 107)
- Horseshoe Pits
- Basketball Courts





Rental Unit Breakdown

286

Total Rental Units

201

Seasonal Units

21

Cabins/cottages

27

Transient Sites

37

Tent/Pop Up Sites

INVESTMENT SUMMARY

Income

Upside Comments

Emerald Lake RV Resort & Waterpark is highly occupied May through October. Despite being a fully established, cash flowing asset, there's still plenty of value-add/upside in rents, multiple revenue expansion opportunities and the potential to expand the campground with city approval.

REVENUE (2023)		
SEASONAL INCOME (Annual Fees)	Amount \$	% of GOI
Annual Fees	\$782,386	33.72%
Hydro (Recoverable)	\$63,703	2.75%
Property Taxes (Recoverable)	\$19,398	0.84%
Water (Recoverable)	\$19,727	0.85%
PARK REVENUE		
Cabin/Cottage Fees	430,300.53	18.55%
Camping Fees	14,508.61	0.63%
Gate Fees	407,768.20	17.57%
Pavillion Fees	3,000.00	0.13%
Guest Fees	45,665.76	1.97%
Hydro & Water	1,874.63	0.08%
Events Income	17,301.07	0.75%
Misc	53,348.00	2.30%
FH-RV Camping Fees	171,282.40	7.38%
Reservation Fees	13,683.12	0.59%
Seasonal Waterpark Passes	1,429.30	0.06%
Tent Camping Fees	47,980.43	2.07%
WI-FI	52,871.09	2.28%
WIFI-Transient	1,769.58	0.08%
Discounts on Sales	(3,616.15)	-0.16%
PRODUCT SALES		
Ice Sales	6,448.62	0.28%
Snack Bar Sales	135,760.15	5.85%
Store Front Sales	11,169.72	0.48%
Wood Sales	13,690.80	0.59%
Waterpark Misc Sales	2,876.89	0.12%
RENTAL INCOME		
Life Jacket Deposit	1,492.20	0.06%
Life Jacket Rental - Other	116,625.80	5.03%
Ball Rental	1,063.50	0.05%
Kayaks	1,455.00	0.06%
Paddleboards	2,710.00	0.12%
Volleyball Courts	4,725.00	0.20%
TOTAL REVENUE	\$2,442,399	
Less: Vacancy & Cr. Losses (.05%)	122,120	
GROSS OPERATING INCOME	2,320,279	

INVESTMENT SUMMARY

Expenses

EXPENSES (2023)	<u>Amount \$</u>	<u>% of Exp</u>
Real Estate Taxes	\$33,594	2.92%
Property Insurance	\$54,490	4.73%
Administration		
Office & General	\$19,418	1.69%
Supplies	\$128,565	11.16%
Advertising & Promotion	\$61,606	5.35%
Memberships & Licenses	\$9,482	0.82%
Computer Expense	\$13,461	1.17%
Equipment Lease	\$40	0.00%
Automotive	\$6,911	0.60%
Professional Fees	\$32,299	2.80%
Utilities & Telephone	\$144,497	12.54%
Repairs & Maintenance	\$90,249	7.83%
Salaries & Related Benefits	\$555,584	48.22%
Travel	<u>\$2,051</u>	0.18%
TOTAL OPERATING EXPENSES	\$1,152,247	
NET OPERATING INCOME	1,290,152	

TRAILER PARK PHOTOS



TRAILER PARK PHOTOS



TRAILER PARK EVENT PHOTOS



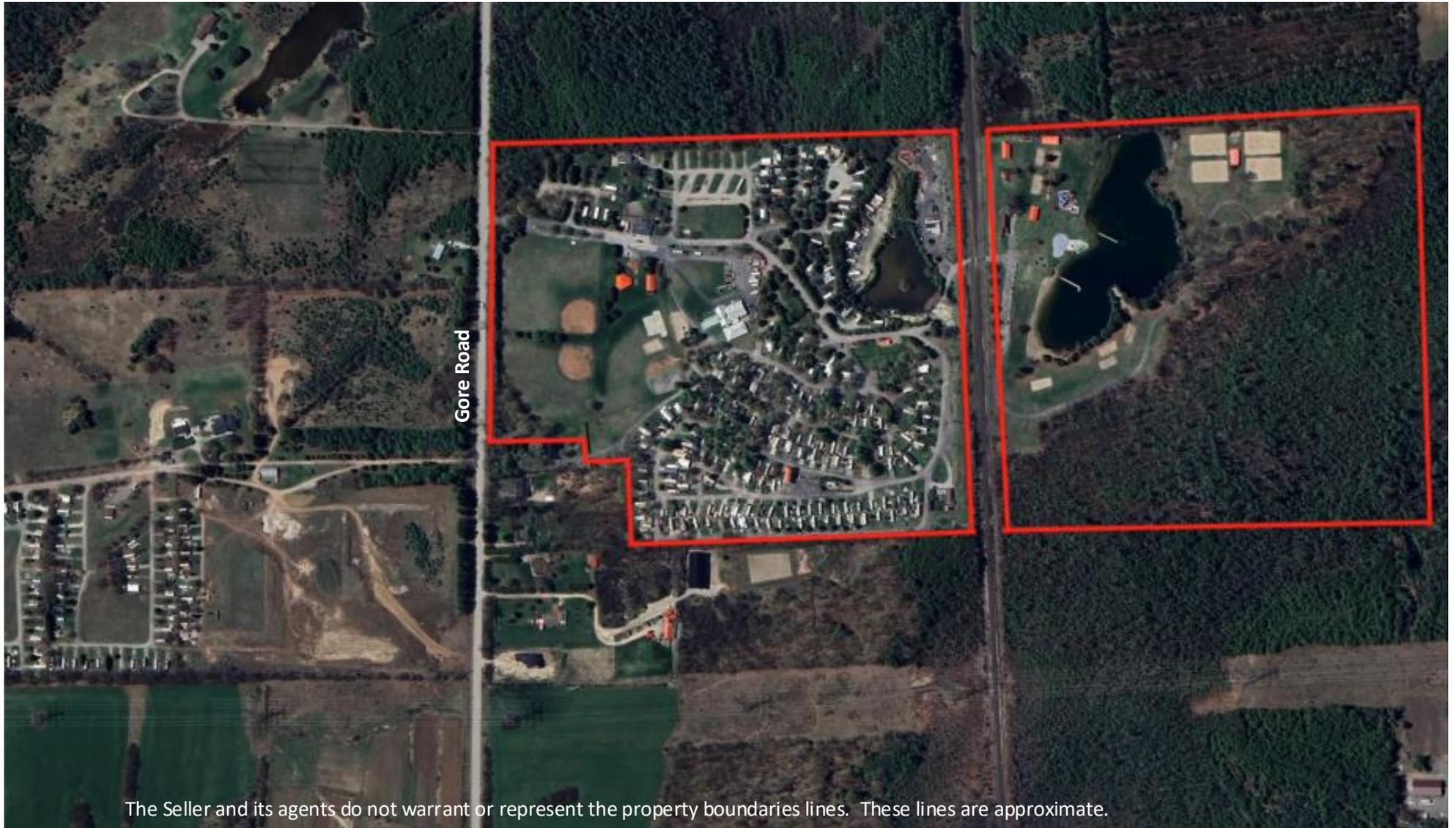
WATER PARK PHOTOS



WATER PARK PHOTOS



AERIAL VIEW



The Seller and its agents do not warrant or represent the property boundaries lines. These lines are approximate.

Mobile Home Park, Campground & Marina Group



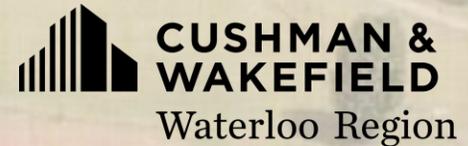
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