

The 2017 Season offers continuing promise to RV Parks; and, an enviable Resort Industry – an Industry building upon recent successes, i.e., an ever-increasing, and, broadening popularity.

The 2017 Season has just begun – opportunities to be examined / explored.

A rising tide raises all boats: Post-election optimism [or, euphoria] has propelled an already successful RV Industry, to much loftier heights. . .

RATELINE:

Interest Rates have begun an upward trend, albeit slowly; the Federal Reserve, beginning to wrestle with two further, yet, modest Rate Increases. As to Buying Power; still, respectable.

Low Cost of Money, vs. availability of Mortgage Money – looms large. . .

Greater Down Payment vs. Leveraging: The more successful Loan [and, Borrowing].

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TRENDLINE: RV INDUSTRY TODAY

I am pleased to present The Brokerage Spring / Summer Newsletter. Timely - and pointed – Information to You: The Park Owner, or, Prospective Owner.

Observations – [Spring / Summer 2017]

Anatomy of an RV Park; RV Resort; or, Lodge: Discussion Point – Buyer's vs. Seller's Remorse. . .

As to this woefully,

recurring – and, classic, 'time-honored' dynamic. . .

Sadly, an all-too-often psycho-dynamic, and/or – a defense mechanism – precluding [i.e., blocking] an intended outcome . .

The cure for Buyer's Remorse – Seller's Remorse; alternatively, the most predictable cure, as to Seller's Remorse – Buyer's Remorse.

An oddity; an Odyssey.

[Source: The Brokerage, Editorial]



San Juan Range of the Rockies frames the valley to the South – Ridgeway, Ouray, then, Durango; Southwesterly, Telluride, Delores River Valley – and, beyond.

This Scenic Byway: the 'San Juan Skyway' – by Ralph Loren's Ranch.

BOTTOMLINE: PROFIT OR LOSS

Profit or Loss – The 2016 Season has concluded.

The 2017 Season; along the horizon. . .

As stated: Review / Refine Value – RV Parks have shifted [as Trends cycle]; a Buyer's Market, to a Seller's. . .

The Bottom Line – Waiting. . . Season after Season, may appear as the cautious, prudent approach. Consider this: RV Park Values tend to rise more often than fall; add, rising Rates. . .

Buying Power may be compromised; even if, slightly. . .

Recently, a Potential Buyer had indicated that he had been looking for a Park more than ten years; this author's response – 'time to stop being your own worst enemy. . .'

A prudent acquisition, often times, becomes one's next best venture.

One may not have to look too far – as one's inner, entrepreneurial panache – could [in fact, should] rise to the occasion. . .

'Time is of the essence' – may be recognizable, as the classic [if not, overused], Real Estate axiom. . .

The Latin: 'Carpe Diem' – Seize the Day. . .

An Economic Term: 'Risk / Reward. . .'

Greater Gains require greater Risks; even if measured, in nature.

Learn to Trust Oneself. . .

[Editor's Note]

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