

*The 2019 Season offers continuing promise to RV Parks; and, an enviable Resort Industry – an Industry building upon recent successes, i.e., ever-increasing, and, broadening popularity.*

*The 2019 Season has just begun – opportunities to be examined / explored.*

*A rising tide raises all boats: Prosperity [or, euphoria] has propelled an already, time-tested, and, stalwart RV Industry, to loftier heights. . .*

#### RATELINE:

*Interest Rates have begun a downward trend, albeit slowly; the Federal Reserve, beginning to soften – i.e., modest Rate Decreases. As to Buying Power; more bullish.*

*Lowering Cost of Money, vs. availability of Mortgage Money – always an elusive consideration. . .*

*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 2019]*

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

*As to this woefully, recurring – 'time-honored' dynamic. . .*

*Sadly, an all-too-often 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 – the proverbial Buyer.*

*An oddity; and, 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 2018 Season has concluded.*

*The 2019 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, just slightly. . .*

*Recalling – a would-be Buyer had indicated that he [or, she] had been looking for a Park more than the last ten years; this author's response – 'time to stop being one's 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 rise to the occasion.*

*'Time is of the essence' – the classic time-honored 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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