

*The 2023 Fall-Season has evolved to further challenge RV Parks; and, the RV Resort Industry – due to the continued rise of Interest Rates..*

*The Federal Reserve has paused the rise of Interest Rates as of its September 20, 2023, albeit, temporarily.*

*That said, as stated, [Volume 23, Issue 1] All Markets offer opportunities to be innovative,; and, assessing options; as circumstances present from time to time. . .!*

**RATELINE:**

*Interest Rates have continued to trend higher; while, the Federal Reserve, and, the World's Central Banks have attempted to navigate troubling Market uncertainties.*

*Interest Rates have trended still higher – 7.5% to 7.75%.*

*Tenured vs. newer Bank Customers, , and, higher Down Payments, enjoy the benefits of seasoned Banking Relationships. ,*

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**TRENDLINE: RV INDUSTRY TODAY**

*I am pleased to present The Brokerage Fall 2023 Newsletter. Timely - and pointed – Information to You: The Park Owner, or, Prospective Owner.*

*Observations – [Fall 2023]*

*Anatomy of an RV Park; or, RV Resort: Discussion Point – Status quo; or, change. . .*

*Options – Evolving, by the moment.*

*Whereas, Travel and Tourism has had challenges, in light of the Coronavirus Pandemic, increasing Fuel Costs, etc; beneficiaries may prevail.*

*RV Parks, and, Resorts, has continued to satisfy the longing for recreation; particularly during stressful times.*

*RV Parks and Resorts vs. Theme Parks – outdoors vs. crowds.*

*Call of the Bald Eagle vs. the din of the Casino.*



*The San Miguel River – leads to historic Telluride [framed, at background]. The breathtaking drive, meandering along the San Juan Skyway; and State Highway 145.*

*An early Summer's Day – betrays another Alpine Colorado backdrop.*

**BOTTOMLINE: PROFIT OR LOSS**

*Profit or Loss – The 2023 Season has begun to wind down.*

*The 2024 Season; while still on the horizon, has been rethinking all Recreation, and, Travel, in light of the Pandemic, and, a looming Recession.*

*Rethinking status quo – in challenging times, may reveal opportunities.*

*The Bottom Line – Seller's may want to consider short-term Seller Financing; Buyers may consider increasing levels of Down Payments.*

*Pent-up demand within Buyers may offer fresh opportunity to Sellers.*

*The demand to recreate remains extremely high; though, the acute need to preserve safe space, i.e., Social Distancing, points toward RV Parks, Resorts, Park Models / Tiny Homes.*

*The security, and, autonomy, of traveling – via Auto, and/or, RV, may further appeal to an increasing demographic.*

*Sheltering-in-place – so-to-speak – has*

*continued to yield to Travel-based venues; Real Estate Developers, taking note of the RV Space.*

*Consider the realities, as well – whether, via higher Fuel Costs, increasing Interest Rates, and/or, hovering in on changing needs and wishes, as to the Guest's ever-evolving Travel requirements.*

*[Editor's Note]*

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