

# RV Park Expense Analysis

Newmark is pleased to present our inaugural RV Park Expense Analysis. We deliver this resource to the industry for the purpose of providing community owners, lenders and capital partners insight to industry average expense levels.

The average community in the analysis contains just over 170 sites and includes a mix of seasonal, transient, and campground communities. Communities with a high percentage of permanent residents (in mobile homes or RVs) and distressed assets were excluded from the study.

Many factors including size, quality, performance, age, location and utilities can impact an expense ratio. Our team is available to provide complimentary opinions of value for your community. Please contact us with questions and let us know what we can do to help.

RV Park Expense Summary Per Site		
Properties Evaluated	62	
Sites	10,682	
States	13	

	\$ Per Site*	% of Revenue
<b>Revenue</b>	\$4,645	—
<b>Expenses</b>		
Repairs & Maintenance	\$310	6.7%
Professional Fees	\$38	0.8%
Payroll	\$721	15.5%
Administrative	\$250	5.4%
Marketing	\$69	1.5%
Utilities	\$671	14.5%
<b>Total Variable Expenses</b>	<b>\$2,059</b>	<b>43.8%</b>
Taxes	\$191	4.1%
Insurance	\$124	2.7%
Management Fee	\$237	5.1%
<b>Total Operating Expenses</b>	<b>\$2,611</b>	<b>53.7%</b>

\*These figures represent actual financial statements from RV parks that Newmark has reviewed from 2015 to 2021.

For information, please contact:

**Andrew Shih**  
Executive Managing Director  
t 512-637-1219  
andrew.shih@nrmk.com

**Todd Fletcher**  
Executive Managing Director  
t 303-260-4470  
todd.fletcher@nrmk.com

**Braden Weaver**  
Senior Financial Analyst  
t 512-637-1221  
braden.weaver@nrmk.com

**Esin Locke**  
First Vice President  
Valuation and Advisory  
t 832-877-2913  
esin.locke@nrmk.com