

NEW LISTING

294± ACRES | JEFFERSON COUNTY, IA

A breathtaking riverfront retreat featuring many outdoor & business opportunities



PRESENTED BY:



*Licensed Real Estate Brokerage
in Iowa & Missouri*



KILOTERRA is honored to present this breathtaking 294-acre property nestled along ½ mile of pristine Skunk River frontage in Jefferson County Iowa.

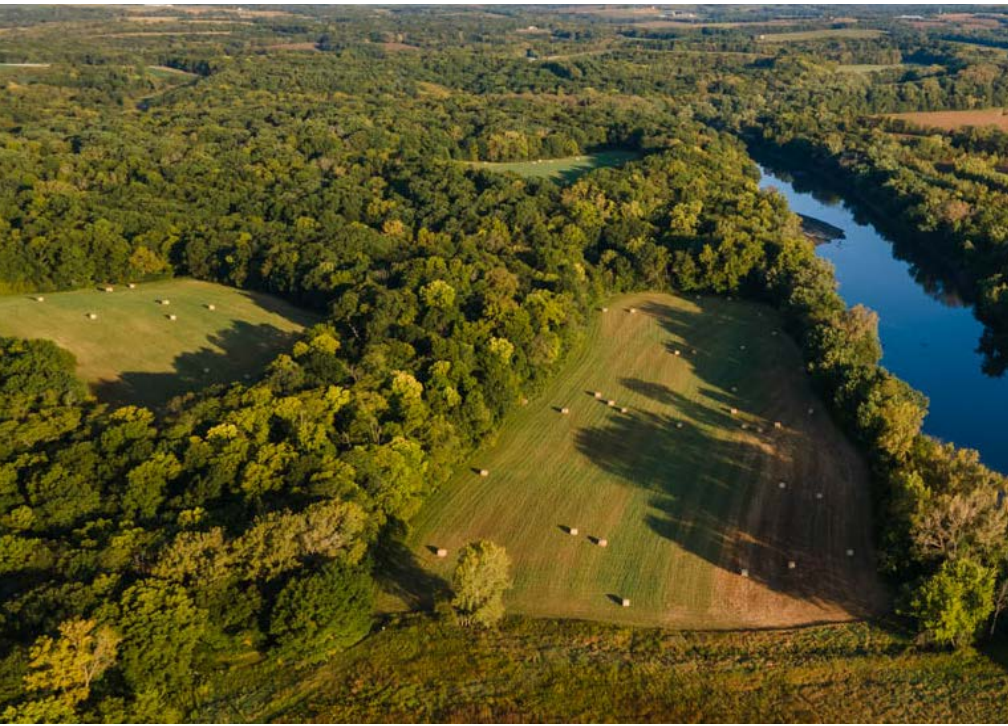
PROPERTY OVERVIEW

Discover an unparalleled opportunity with this breathtaking 294-acre property nestled along ½ mile of pristine Skunk River frontage in Jefferson County, Iowa.

With seemingly endless outdoor experiences available, and multiple structures designed to serve as a wedding venue, this is one of the most special properties available on the market today.

Whether you're an avid outdoorsman, a savvy investor, or someone looking for the perfect blend of both, this property offers everything you could dream of for a profitable and lifestyle-enhancing retreat.





NATURE AT ITS FINEST

Located along the famed Skunk River, an area known for producing trophy whitetails, this property is truly a hunter’s paradise. The property totals 294 +/- gross acres, with approximately 252 m/l acres of the farm is a mix of diverse timber and rolling hills. The balance is a mix of open fields, water sources, and buildings.

Multiple species of trees are found all throughout the property, including several different oaks, walnut, hickory, cedar, and more. The trees provide a diversity of cover and food for the wildlife while enhancing the beautiful landscape.

Combined with the timber, the topography provides multiple bedding areas for deer and makes the property feel much larger than it truly is. Additionally, several miles of maintained

trails create access routes to nearly every area on the property, enhancing the huntability and enjoyment of the farm.

31.25 acres are considered FSA farmable, carrying a CSR2 of 64.35, which the tenant currently has planted to alfalfa. This is a high protein food source for whitetails ensuring maximum antler growth each year.

The property also features 6 ponds and 3 seasonal creeks flowing into the Skunk River, providing great fishing opportunities and the final touch needed to provide the perfect habitat for game like deer, turkey, and waterfowl.

Imagine owning a property where the hunt is steps from your back door.



THRIVING BUSINESS POTENTIAL

This property is more than just a rural retreat — it's a profitable investment with multiple streams of income. The established Whitetail Country Estates, ranked #7 wedding venue in Iowa, generated an impressive \$312,000 from April to October in its last full year of operation. The venue offers a stunning setting for weddings with a custom pergola, stamped concrete ceremonial altar, and two spacious pavilions perfect for events. It also includes a 5000 sq. ft. lodge that can accommodate 27 guests, a charming bridal suite for 12, and even a manager's office for on-site operations.

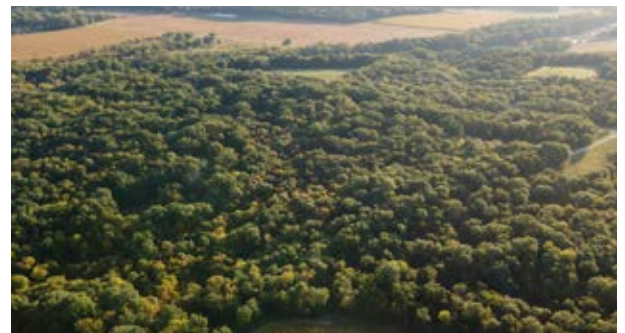
Additionally, the property has a VRBO/BNB business for year-round income, along with a campsite featuring 6 RV concrete slab spaces with full water and electric hookups. Combine that with a storage facility, fuel tank, and ample outdoor space, and you have a ready-to-go revenue generator.

The unique combination of natural beauty and outdoor amenities makes this property perfect for organizational retreats and corporate events too, which are additional potential revenue streams.

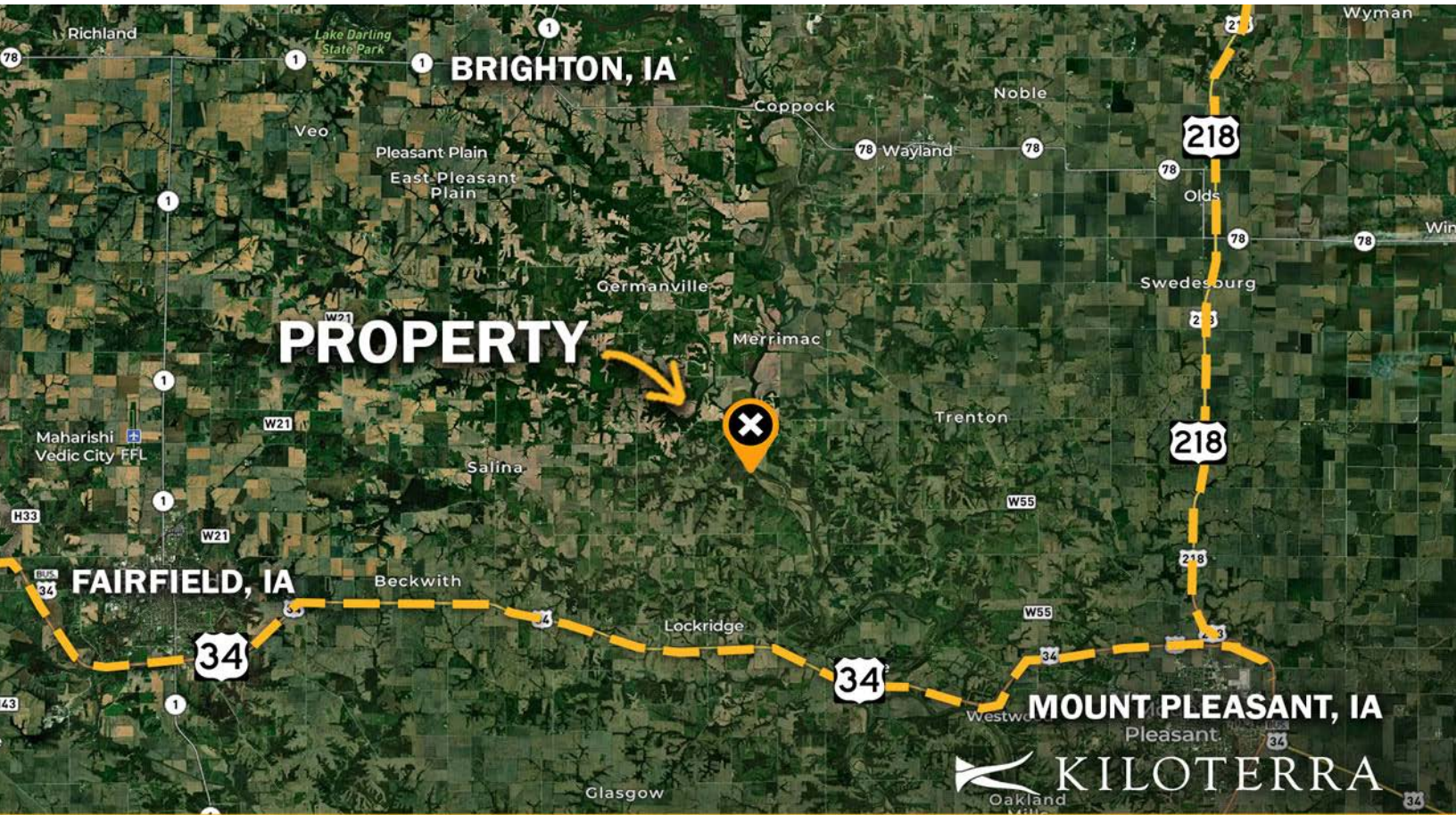


LAND FOR LEASING & EXPANSION

Currently, 31.25 FSA acres, holding a CSR2 of 64.35, are leased for alfalfa production at \$150/acre. However, the potential doesn't stop there. For income minded investor, the balance of the timber could easily be leased for hunting. Considering the onsite amenities, outfitters would have interest in using the premises as their base camp, providing a great revenue generator during the wedding / event off-season.



LOCATION



- 7 Miles from Mount Pleasant
- 9 Miles from Fairfield
- 1 Hour from Iowa City
- 45 Minutes from Burlington

DIRECTIONS:

Contact Land Specialist Chris Janis for the best directions from your location.

Coming from the South along HWY 34, turn North on Henry-Jefferson Ave. In 0.8 miles continue onto Yale Ave for 1.6 miles, turn left (North) on Jefferson-Henry Ave. In 0.5 miles turn left (West) on 195th St. In 0.8 miles turn right (North) on Yellowpine Ave and the property will be on your right (East) in 1.1 miles, there is signs showing Whitetail Country Estates.

ADDRESS: 1843 & 1845 Yellowpine Ave., Lockridge, IA 52635

STR: 13/72/8, 14/72/8, & 11/72/8 Lockridge Township

Parcel ID#s: 811400011, 814200004, 813100009, 813100002, 813200002, 813100005, 813100007, 813200003, 813300005, 813400001, 813300007, & 813300008



PROPERTY FEATURES

NATURAL FEATURES

- 6 Ponds
- 3 Seasonal Creeks Connecting to the Skunk River
- ½ Mile of Skunk River Access
- 252 Acres of Timber
- Multiple Species of Mature Timber Throughout the Property

STRUCTURES

- Historical 19th Century Farmhouse
- Cabin with Screened Pavilion
- 3,000 sq ft Fully Renovated Barn with a Loft – Event Venue
- “The Lodge” 5,000 sq ft (27 Guests)
4 Bedroom with 2 large open bays / 6 Full Bathrooms
- Bridal Suite (12 Guests)
3 Bedrooms / 3 ½ Bathrooms
- Manager’s Office
2 Bedrooms / 1 Bathroom
- Custom Pergola with Stamped Concrete Slab and Custom Ceremonial Altar
- 2 Pavilions
- 2 Stilted Tree Houses – could be converted to hunting blinds
- Storage Facility with Fuel Tank

BUSINESSES INCLUDED

- Whitetail Country Estate Wedding Venue (#7 in the state for wedding venues*)
<https://www.whitetailcountryestates.com>
- Campsite: 6 RV Concrete Slab Spaces with Water & Electric Hookup

AGRICULTURAL INCOME

- 31.25 FSA Acres rate at 64.35 CSR2
- \$150 per acre cash rent on Alfalfa fields*

RIVER FRONTAGE



6 PONDS



3,000 SQ FT EVENT VENUE



6 RV CAMPSITES W/WATER & ELECTRIC



5,000 SQ FT LODGE



BRIDAL SUITE · 3 BR; 3.5 BATH



ADDITIONAL PHOTOS



ENDLESS POSSIBILITIES

Whether you're drawn by the potential for a thriving event venue business, the allure of owning a place to host your own company events and entertain clients, or want a private sanctuary with seemingly endless recreational possibilities, this property offers this and more.

Don't miss out on this rare gem that combines the appeal of a secluded getaway with phenomenal income potential!



BUSINESS PRO FORMA

1. Property Information

- **Property Name:** Whitetail Country Estates
 - **Location:** 1843 & 1845 Yellowpine Ave. Lockridge, IA (½ mile Skunk River frontage)
 - **Acreage:** 294 acres (252 acres timber, 31.25 FSA acres for farming)
 - **Primary Uses:**
 - Wedding Venue (seasonal, April–October)
 - VRBO/BNB
 - RV Campsites
 - Hunting leases and potential business/organization retreats
-

2. Income Projections

A. Wedding Venue Income

- **Peak Capacity:** 50 weddings per year (currently hosting 26 weddings/year)
- **Revenue per Wedding:** \$12,000
- **Current Weddings Hosted (2019):** 26
- **Projected Annual Income (at current hosting levels):**
 - $26 \text{ weddings} \times \$12,000 = \$312,000$
- **Full Capacity Revenue Potential (50 weddings):**
 - $50 \text{ weddings} \times \$12,000 = \$600,000$

B. VRBO/BNB Income

- **Nightly Rate (The Lodge):** \$1,000+
- **Estimated Nights Occupied:** 100 nights/year (assumed occupancy for off-peak season)
- **Projected Income from VRBO/BNB:**
 - $100 \text{ nights} \times \$1,000 = \$100,000$

C. RV Campsites

- **Number of RV Slots:** 6 slots
- **Estimated Rate per Slot (Annual or Seasonal):** \$60/ Night (50 nights) \$3,000/year per slot (or equivalent rate)
- **Projected Income from RV Campsites:**

BUSINESS PRO FORMA (cont.'d)

- $6 \text{ slots} \times \$3,000 = \$18,000$

D. Hunting Leases

- **Lease Rate per Acre:** \$40–\$60/acre (based on local market)
- **Leased Acres (assumed):** 252 acres
- **Projected Hunting Lease Income:**
 - $252 \text{ acres} \times \$50 \text{ (mid-range)} = \$12,600/\text{year}$

E. Agricultural Lease Income

- **Total Farmland Acres (alfalfa):** 31.25 acres
- **Annual Lease Rate per Acre (Currently Alfalfa):** \$150
- **Projected Agricultural Lease Income:**
 - $31.25 \text{ acres} \times \$150 = \$4,687.50/\text{year}$
- **(2nd) Annual Lease Rate per Acre (Row Crop):** \$250
- **Projected Agricultural Lease Income:**
 - $31.25 \text{ acres} \times \$250 = \$7,812.50/\text{year}$

F. Other Potential Income Streams

- **Business/Corporate Retreats:** Additional revenue potential from hosting company retreats, hunting outfitter partnerships, etc. Estimated revenue can vary.
- **Hunting Outfitter:** Running an outfitting business while using the property for hosting clients would affect VRBO/BNB projections and income would need to minimally offset.
- **USDA/NRCS Programs (Equip):** There is a variety of programs this land would qualify for a cost share through the county USDA office while also earning long term annual payments.
- **Select Timber Harvest:** A forester would need to be hired (\$1,500) for an overall timber evaluation but a select harvest approach, to not affect hunting capability, there could be an upward of a \$250,000 return throughout the property. This is determined from a 7-15 tree an acre harvest, at an average return rate between \$500-\$1,500 (\$800 avg) with cost being roughly 40% of harvest. (estimated assessment)

3. Expense Projections

A. Maintenance Costs

- **Annual Maintenance (fencing, roads, wildlife management):** \$10,000 (estimated)
 - Hunting Leases typically include property management and would save this cost

BUSINESS PRO FORMA (cont.'d)

- **Pond and Creek Maintenance:** \$5,000
- **Total Land Maintenance Expenses:** \$5,000/year

B. Property Taxes

- **Annual Property Taxes:** \$8,421(Whitetail Country Estates...)

C. Insurance

- **Annual Insurance Costs:** \$5,000 (estimated)

D. Management Fees (if outsourced)

- **Annual Management Fees:** \$35,000 (full-time manager, cleaning, guest services)(Whitetail Country Estates...)

E. Other Operating Expenses

- **Utilities, permits, legal fees, marketing, and advertising:** \$9,000/year

4. Net Income (Before Interest, Taxes, Depreciation, and Amortization - EBITDA)

Formula:

(Total Income - Total Expenses)

- **Total Projected Income:**
 - Weddings: \$312,000 (\$600,000 on estimated model)
 - VRBO/BNB: \$100,000
 - RV Campsites: \$18,000
 - Hunting Leases: \$12,600
 - Agricultural Lease: \$7,812.50
 - Total Income: \$450,412 (\$738,412)**
- **Total Projected Expenses:**
 - Land Maintenance: \$5,000
 - Property Taxes: \$8,421
 - Insurance: \$5,000
 - Management Fees: \$35,000
 - Operating Expenses: \$9,000
 - Total Expenses: \$57,921**
- **Projected Net Income (EBITDA):**

BUSINESS PRO FORMA (cont.'d)

- $\$450,412.50 - \$57,921 = \$392,491.50$ ($\$738,412 - \$57,921 = \$680,491$)

5. Financing Assumptions (if applicable)

A. Loan Information

- **Loan Amount (Assumed Purchase Price):** \$2,800,000
- **Interest Rate:** 5%
- **Term Length:** 20 years
- **Monthly Debt Payments:** ~\$18,500/month
- **Annual Debt Payments:** ~\$222,000/year

6. Return on Investment (ROI)

A. Cash-on-Cash Return

- **Annual Net Income (EBITDA):** \$392,491.50 (\$680,491)
- **Initial Cash Investment (20% down payment):** \$560,000
- **Cash-on-Cash Return:**
 - $(\$392,491.50 / \$560,000) \times 100\% = 70\%$
 - *Secondary Model* $(\$680,491 / \$560,000) \times 100\% = 121.5\%$

****Disclaimer****:

The values listed in this proforma are purely projections based on current market conditions and are for illustrative purposes only. They are not guarantees of future income, expenses, or financial performance. Actual results may vary significantly due to factors such as market fluctuations, operational changes, or unforeseen events. The information provided herein should not be construed as a guarantee or warranty, and potential investors or buyers should conduct their own due diligence before making any financial decisions.

AGENT CONTACT

CHRIS JANIS

Land Specialist, Licensed in IA

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515.993.7800 office

Chris was originally born and raised in South Florida. He is an avid outdoorsman who grew up with a love of fishing and hunting, and brings a very unique skill set to the real estate business.

Prior to transitioning into his dream career as a Land Specialist with KILOTERRA, Chris served our Nation honorably in the US Army. Chris was an Infantryman who developed a myriad of skills from his roles as a Paratrooper and a Mountain man. During his time, he served five tours between Afghanistan and Iraq. The love for interacting and training with his different team members in a multitude of environments has developed agility, adaptability, discipline, and a work ethic intertwined with a strong value system.

Chris' service took him and his family across the country to Tennessee, Kentucky, Louisiana, and upstate New York prior to finally landing here in Iowa. Living in many different places gave Chris the opportunity to learn about all types and facets of land. After 20 Years of dedicated service, Chris retired from the military, and now lives in the Iowa City area with his wife of 18 years, Deann, and their three children Christian, Campbell, and Alivia, as well as their dogs Copper and Mojo.

His passion is still very strong for the outdoors, as he loves hunting whitetail deer, turkey, waterfowl, and pheasant at every opportunity. He recently achieved the National Deer Association's Deer Steward I & II. These courses provide an in-depth curriculum focused on identifying and improving habitat



for whitetail deer. Chris' recreational land clients will surely benefit from this knowledge.

Chris has also earned his bachelor's degree with a focus in Business from Liberty University, which gives him the skills to take a critical look at business opportunities, such as assessing land values for his investor and farmer clients.

Chris serves the East and South Eastern Iowa Regions of Iowa, and his goal is to ensure the best possible experience in your land sale or purchase. The many skills developed during his time in the military as well as the education gained from secondary education are a significant benefit to his clients. You can rest assured that no matter what type of property or the aspects unique to your transaction, Chris will bring his love for land and his expertise to go beyond your expectations.