

RV Resort For Sale

HAVASU FALLS RV RESORT

3493 Highway 95, Lake Havasu City, AZ



- REDUCED \$2,295,000 Sales Price
- 129 "Big Rig" RV Sites + Manager Apt
- TL Rating 9.5/10/10, Built 97, Pool
- Great Snowbird Lake/River Location
- Upside Potential, Commercial Land
- 12% Cash Flow, 18% Total Return
- Excellent Bank Financing Ready To Go

For Further Information Contact:
John Grant/Park Brokerage Inc.
11580 Petenwell Road
San Diego, CA 92131
(800) 987-3363, fax (858) 430-3401
Email: john.grant@earthlink.net

Information contained herein has been obtained from the owner of the property or from other sources that we deem reliable. We have no reason to doubt its accuracy but we do not guarantee it.





COLORADO RIVER/LAKE SNOWBIRD RV RESORT		Price \$2,295,000	
Havasu Falls RV Resort 129 "Big Rig" RV Sites, Lake Views, First Class		Down Payment \$459,000	
Address/City 3493 Highway 95 N, Lake Havasu City	County Mohave	State Arizona	
Est. Vac. & Expense % See attached spread sheet	Age 1997	Loan Buyer to obtain	
Capitalization Rate 7.5%	Est. Spendable Return 12.6%	Total Return 18.7%	
Parcel Size 9.48 Acres	No. Spaces 129 + Manager Apartment	Water City	Sewer Onsite Treatment Plant
Listing Salesman John Grant PBI (800) 987-3363		Cost per Space: \$17,653	
<p>DESCRIPTION AND TENANT INFORMATION: Havasu Falls RV Resort is one of the best "Big Rig" RV resorts in the southwest. It was built in 1997 with the intention to capture the booming, more transient, large motor home traveler. Sites are approximately 28 feet wide X 50 feet long and can accommodate the biggest 45 foot motor homes with slideouts on each side. Each site has a large concrete pad, 50 amp electrical service, telephone, and cable tv. 81 pull thru sites. The RV park sits on a hill and many of the sites have gorgeous lake views. Amenities include a large clubhouse with bathrooms and showers, billiards, exercise room, and laundry, large swimming pool, horseshoe pits, bocce ball courts, clubhouse outside seating area, wifi, and large office with manager apartment and two car garage/shop. Winter rental rates are \$37 daily and \$220 weekly plus tot tax, and \$480 monthly plus electric. Summer rental rates are \$37 daily and \$222 weekly plus tot tax, and \$450 monthly plus electric. Please review the Park's web site at www.havasufallsrvresort.com</p> <p>The property offers strong upside to a buyer and it is the only high quality RV resort in Lake Havasu. The property has had very little advertising, marketing, and promotion. The RV resort services the more mobile, upscale, big rig clientele but does not have desirable online reservations. Most prime, winter destination RV resorts have higher rates for the very busy January and February months, and Broker feels peak rates should be increased to \$600. Until the local Lake Havasu economy becomes robust again with construction workers and seasonal employees throughout the year, a buyer might consider closing for the slow summer season and saving on expenses.</p> <p>The property is zoned commercial and is on busy Highway 95, the main drag in Lake Havasu with shopping centers and other commercial uses nearby. A future commercial land value price of \$10 per square foot would have a value of \$4.13 Million for the property.</p>			
TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE		\$172,617	
LOAN INFORMATION Broker has quote for a new USDA loan thru a local Lake Havasu City community bank anticipated at 80% loan to value or \$1,836,000 at 4.75% (prime rate + 1.50%) adjustable rate interest, adjusted quarterly, fully amortized over 30 years with no balloon payment, monthly payment \$9,577.45	TOTAL ANNUAL PRIN. & INTEREST PAYMENT		\$114,929
	EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)		\$57,688
	PLUS PRINCIPAL REDUCTION YEAR ONE		\$28,320
	TOTAL RETURN		\$86,008

HAVASU FALLS RV RESORT

		ACTUAL Year End 2007	ACTUAL Year End 2008	ACTUAL Year End 2009	ACTUAL Year End 2010	ACTUAL Year End 2011	
REVENUES		455,239	382,861	370,253	396,213	428,117	
EXPENSES							
	Onsite Management	19,489	23,400	19,400	27,400	27,400	
	Property Taxes	58,295	57,030	80,884	29,992	33,453	←
	Room Tax	11,327	9,310	8,927	10,066	10,008	
	Insurance	7,323	7,565	7,716	6,415	4,156	
	Telephone	8,537	8,307	6,413	3,561	4,055	
	Electric	68,690	62,194	58,716	53,816	56,837	
	Water	29,111	29,805	23,023	35,319	36,831	
	Sewer	2,486	6,334	0	15,176	10,289	
	Cable TV	14,226	15,019	15,269	12,501	14,115	
	Trash	2,785	3,099	2,600	3,551	4,113	
	Gas	10,716	9,170	9,007	8,660	10,156	
	Supplies	3,406	3,059	4,410	4,550	4,996	
	Repairs + Maintenance	23,023	18,671	29,008	32,354	26,472	
	Bank Fees	9,828	14,946	10,172	9,542	11,539	
	Advertising	1,187	1,803	3,317	490	1,080	
	Consultant Fees	0	0	6,056	548	0	
TOTAL EXPENSES		270,429	269,712	284,918	253,941	255,500	
NET INCOME		184,810	113,149	85,335	142,272	172,617	

Property has suffered from partnership problems and has had almost zero advertising and marketing. Online reservations should be added, peak season rates should be higher, park wide WIFI should be offered, and other improvements. Broker believes gross income can be over \$500,000.

County has reduced property taxes

11-12 winter season is stronger than 10-11 winter season and 2012 income will be higher and continue to increase



OVERNIGHTERS WELCOME

HAVASU FALLS RV RESORT

3493 State Route 95 North • Lake Havasu City, AZ 86404

Mohave County

(928) 764-0050 • Toll Free (877) 843-3255

FAX: 928-764-3606

E-MAIL: thefalls@npgcable.com • Website: www.havasufallsrvresort.com



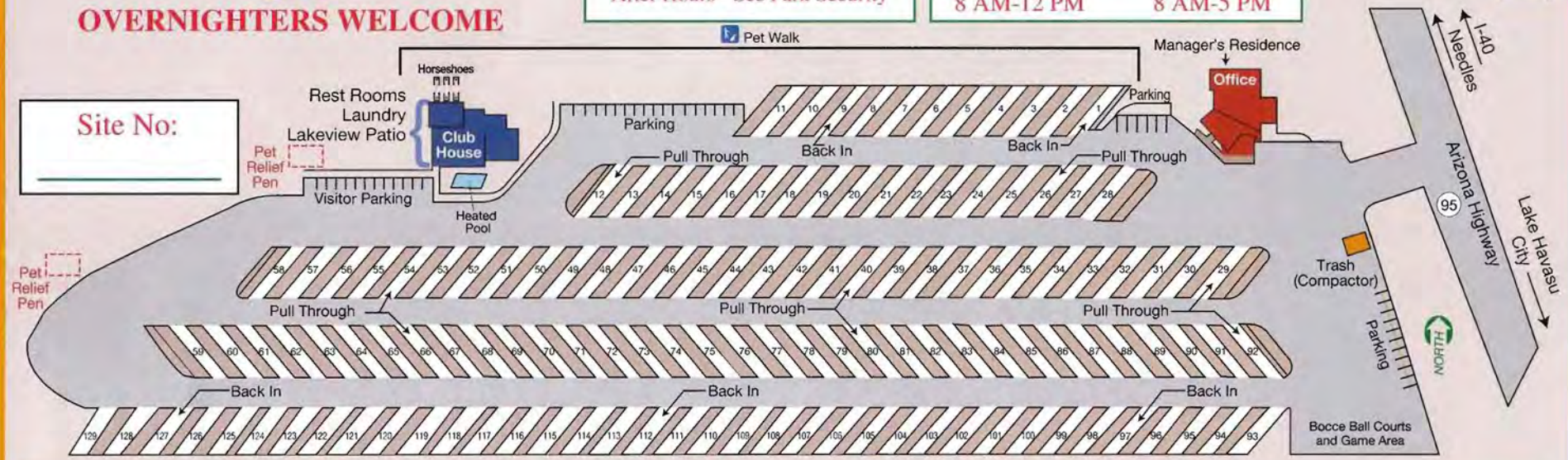
Emergency Numbers

Call 911 or Sheriff (928) 764-3535
After Hours - See Park Security

Office Hours

May-September October-April
8 AM-12 PM 8 AM-5 PM

Site No: _____



PET RULES



EVERY PERSON WALKING THEIR PET MUST HAVE A VISIBLE MEANS OF PICKING UP AFTER THEM.

1. LIMIT OF TWO PETS.
2. PETS ARE TO BE KEPT ON A LEASH AT ALL TIMES.
3. PETS ARE NOT TO BE LEFT UNATTENDED OUTSIDE.
4. PETS ARE NOT ALLOWED IN THE HORSESHOE PITS OR GAME AREA.
5. YOU MUST CLEAN UP AFTER YOUR PET IN THE RESORT AND SURROUNDING AREAS.
6. THERE ARE DESIGNATED PET WALK AREAS IN RESORT.

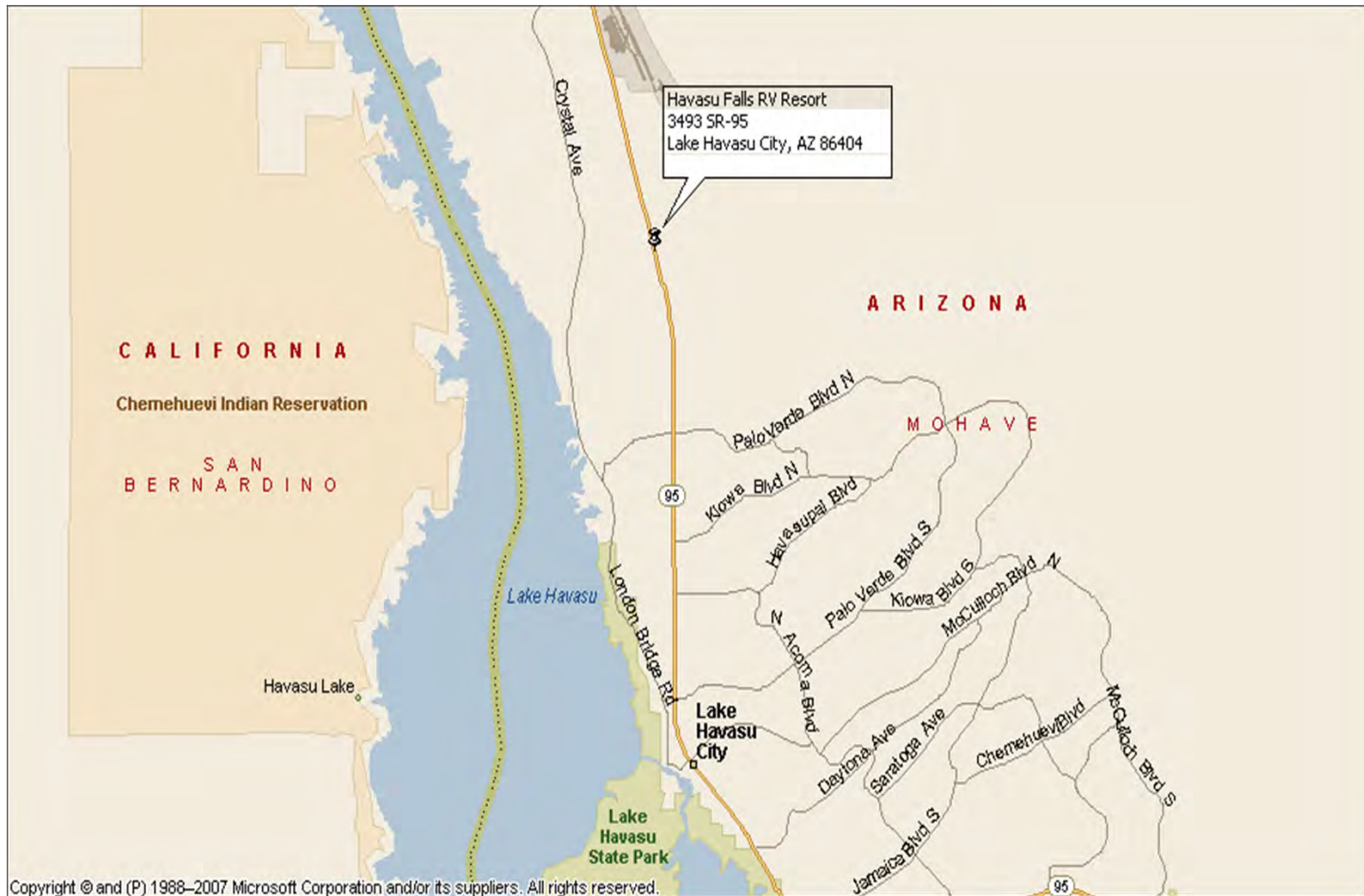


IMPORTANT

PLEASE DO NOT USE CHEMICALS IN YOUR BLACK/GRAY TANKS THAT CONTAIN FORMALDEHYDE. WE NEED YOUR HELP TO INSURE OUR SEPTIC SYSTEM WORKS AT ITS BEST.

THANKS, MANAGEMENT

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