

NIELSEN'S RESORT

4170 Wetmore Way, Needles, CA



- \$5,500,000 Sales Price
- 112 MH + Park Model Sites + 2 Houses
- 9 Vacant Acres for Additional MH Lots
- Low Rents, No Rent Control
- 832 Feet Frontage on Colorado River
- Concrete Boat Launch
- Two Riverfront Lots Still Available

For Further Information Contact:

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MANUFACTURED HOUSING COMMUNITY		Price \$5,500,000	
Nielsen's Resort on the Colorado River 112 Manufactured Home and Park Model Sites + Two Houses + 9 Vacant Acres		Down Payment \$2,500,000	
Address/City 4170 Wetmore Way, Needles	County San Bernardino	State California	
Est. Vac. & Expense % See Proforma Attached	Age 48 sites-Older, 64 sites-2002	Loan Buyer to obtain	
Capitalization Rate	Est. Spendable Return	Total Return	
Parcel Size 25.91 Acres	No. Spaces 112 + 2 Houses	Water Well	Sewer Septic
Listing Salesman John Grant (800) 987-3363		Zoning: Comm's Res. Resort	
<p>DESCRIPTION AND TENANT INFORMATION: Very valuable Colorado river front, all ages, manufactured home and park model resort with 832 feet frontage on the river. 48 sites built in the 1950's with singlewides and RV's 35-45x65 feet, a small 1 bedroom house, storage/shop building, and bathrooms and laundry on 3.0 acres. 64 sites built in 2002 with 14 riverfront sites 55x90 feet, 11 doublewide lots 45-50x80 feet, 13 singlewide lots 40x80 feet, and 23 park model lots 30x80 feet, 3 large park model lots 45x80 feet, and a 2,460 square foot bathrooms and laundry building on 13.2 acres. There is also an older but good quality 3 bedroom house on 24,910 square feet occupied by a 80 years old former owner on a life estate. 30 amp electric is submetered in the old park and 100-200 amp directly billed in the new park. Propane for both the old and new sections but most new units are electric only. Septic sewer and well water utilities. A concrete boat launch is located on the southeast corner of the property. The new park has not been paved and a buyer will need to budget for that expense. Please review the following excel spread sheet with the itemized income, expenses, and site rents. The owners live on site and have kept the rents very low. Even with the June 1st rent increase, Broker believes the rents are still \$100+ below market after the street paving is completed. The best rental comp is the 55+, Verdes Shores MHP at 700 Beach Drive in Needles with waterfront site rents that average \$500 and off water average \$375. No rent control in the City of Needles. Two riverfront lots are vacant (were kept off market by owners) and 3 vacant park model lots. The 3 vacant park model lots have new park models ordered and are expected to be sold and rented sometime in the spring. Most of the tenancy in the old park is year round and most of the homes in the new park are second homes used primarily on the weekends. The property offers significant value added opportunity by developing the vacant 4.4 acres in the new park area, and the 4.6 vacant acres west of the old park with manufactured homes, park models, RV's, and boat and RV storage. The vacant acreage by itself probably has a value in excess of \$1 Million. Great profit opportunity by adding doublewide mh sites. The doublewides sold for \$75k and are now reselling for approximately \$250,000 on the riverfront and \$150,000 off the river.</p>			
TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE		\$252,510	
LOAN INFORMATION		TOTAL ANNUAL PRIN. & INTEREST PAYMENT	
Buyer to obtain new bank financing. Broker estimates a new loan of \$3,000,000 at a 5.75% fixed rate amortized over 30 years with a 10 year term, monthly payment \$17,507.19		\$210,086	
		EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)	
		\$42,424	

The information contained herein has either been given to us by the owner or the property or obtained from sources that we deem reliable. We have no reason to doubt its accuracy but we do not guarantee it. Vacancy factors used herein are an arbitrary percentage used only as an example. It does not necessarily relate to actual vacancy, if any. The value of this investment is dependent upon these estimates and assumptions made above, as well as the investment income, the tax bracket and other factors which your tax advisor and/or legal counsel should evaluate. **THE PROSPECTIVE BUYER SHOULD CAREFULLY VERIFY EACH ITEM OF INCOME, EXPENSE, AND ALL OTHER INFORMATION CONTAINED HEREIN.**

NIELSEN'S RESORT

	ACTUAL Year End 2003	ACTUAL Year End 2004	Broker's Proforma	
REVENUES	240,209			
Rent		257,249	384,180	<p>Sellers have lived onsite for 11 years and are very close to existing residents and have kept rents very low. Rent increase to be effective June 1st raising 14 water front lots from \$350 to \$450, 11 doublewides from \$275-\$375, 13 singlewides from \$250-\$325, 3 large park model lots from \$225-\$300, 23 park model lots from \$190 to \$275, 48 spaces in the old park from \$180 to \$205, and the small house from \$250 to \$300. Approximately 80 years old former owner lives in the 3 bedroom/1 bath house on a life estate. Electric is submetered in the old park and electric is directly billed in the new park. Water, sewer, and trash utilities are included in the rent. When the paving is completed, Broker believes rents are still \$100 or more under market after the June 1st increase. Only vacancies are two riverfront lots (owners were planning to keep for themselves) and 3 park model lots. Park model lots have new park models ordered and should be sold and rented by summer.</p>
less 2% Vacancy			-7,684	
Electric		8,606	8,606	
Laundry		2,617	2,617	
TOTAL REVENUE	240,209	268,472	387,719	
EXPENSES				
Advertising	7,918	5,100	1,000	
Custom Work		27,002	0	<p>New construction. Owners have expensed all new construction for the last few years</p>
Donations		2,276	0	
Hardware and Tools	1,192	1,868	1,868	
Insurance, License, Membership	5,926	8,190	8,190	
Light and Power		10,935	10,935	
Management	57,600	30,645	30,645	
Maintenance and Repairs	10,337	9,227	9,227	
Office and Postage	2,708	4,624	4,624	
Professional Fees	1,760	18,902	2,000	<p>One time entity legal work</p>
Property Taxes	15,506	11,196	56,000	<p>New property taxes per Prop 13</p>
Streets		798	798	
Telephone and Heat		3,015	3,015	
Vehicle and Equipment	13,881	8,312	2,000	<p>New construction</p>
Water and Sewer		855	855	
Waste Collections		4,052	4,052	
Caretaker	12,374			
Travel	6,694			
TOTAL EXPENSES	116,828	146,997	135,209	
NET INCOME	123,381	121,475	252,510	

