

**FOR SALE**

**Rock Shadows RV Resort  
600 S. Idaho Road  
Apache Junction, AZ 85219**

**\$14,000,000**

- **683 RV spaces - 68% permanent park models**
- **Excellent location next to shopping Center**
- **Updated common area buildings**
- **Underlying land value – 37+ Acres**
- **Institutional quality, rarely on the market**
- **6.55% Capitalization Rate, 5.9% Cash Flow, 7.6% Total Return**



***Presented by***  
**John Grant**  
**Park Brokerage Inc.**  
**(800) 987-3363, fax (858) 530-2368**  
**E-mail – john.grant@earthlink.net**

***(Please at the owner's request do not disturb residents or manager)***

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. See inside this package for complete disclaimer.



**Rock Shadows RV Resort**  
**Apache Junction,**  
**Arizona**





**Rock Shadows RV Resort**  
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**Rock Shadows Mobile Resort**  
**Apache Junction, AZ**  
**Investment Summary**

**Price:** \$14,000,000

**Down payment:** \$6,300,000

**Financing:** Buyer must assume an approximate \$7,626,000 loan with interest at 5.72% fixed rate. The loan is amortized over 30 years and due in February of 2013.

**Location:** The property is in a good central location in Apache Junction. It is located along the west side of Idaho Road, north of Broadway. There an abundance of shopping centers, restaurants, and other commercial businesses in the immediate area. Apache Junction is a suburb of Phoenix and is located 30 miles east of the metropolitan airport. The Phoenix metropolitan area is growing and the construction of single-family homes and commercial facilities has greatly increased in Apache Junction.

**Spaces:** 683 RV spaces

**Age:** 30+ years

**Acreage:** Approximately 37 acres

**Utilities:** City water, city sewer, electricity, natural gas to common areas, cable & telephone to each site

**Rent Control:** No

**Price Per Space:** \$20,497

**Return on Investment:** 5.9% Cash Flow, 7.6% Total Return

*This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bear all risk for any inaccuracies.*

**John Grant/Park Brokerage Inc. – 800-987-3363**

# **Rock Shadows Mobile Resort**

## **Apache Junction, AZ**

**Property Description:** Rock Shadows is one of two major RV resorts in Apache Junction, Arizona. It is in a good central location next to a shopping center and within walking distance of other restaurant and shops. The property is located on approximately 37 acres of land on the northwest corner of Idaho Road and Broadway. Because of the rapid growth in the City of Apache Junction, the city's master plan calls for commercial zoning on the approximate 10 acres of the hard corner of this property. Rock Shadows has a Grand entrance and guard shack. It's amenities include 5 common area buildings with approximately 20,000 square feet housing the park office, the main dance hall, billiard room, computer lab and class room, smaller rec hall, several crafts rooms, library with over 3000 volumes, exercise room, two laundry rooms, a woodshop, lapidary and work shop for maintenance. Three of the five buildings have been added since 2000 including the computer lab. Outdoor amenities include a large pool, two spas, 12 shuffleboard courts, an oversized putting green, driving ranges and horseshoe pits. The property also includes a dog run, storage area for maintenance and additional RV parking for over 50 vehicles. The RV sites include electric, water, sewer, telephone and cable to each site. Over 68% of all RV's are permanent park model homes. Most of these are all electric and have upgraded 50 or 100 amp service. The standard service to RV's is 30 amps but a number of sites have been upgraded to 50 amps to accommodate the larger modern motor homes with slideouts.

The roads were redone about 10 years ago. The asphalt was scrapped to the base, then an oil based fabric or "petromat" was laid on top of the base with an additional two inch hot asphalt overlay completing the job. The property joined the newly formed sewer district in 1996 and "tied into" the public sewer in the same year. Sites are billed on a monthly basis by the sewer district and those costs are passed on to the residents with either seasonal or monthly sewer billing. The property is surrounded by a concrete block wall and each RV site has a palm tree in the front. It is laid out in a symmetrical fashion with angular RV sites on 12 streets.

**Area Description:** Apache Junction is located approximately 30 miles east of Sky Harbor airport in downtown Phoenix. It is part of the "East Valley" of Phoenix known for its large number of mobile home and RV parks that cater to the winter visitor. Visitors to the area have the benefits of all the amenities of the greater Phoenix area while they can still enjoy the more "suburban" atmosphere of Apache Junction. Within the last five years, Apache Junction has experienced tremendous growth. With the installation of a public sewer system, hundreds of single-family homes as well as substantial commercial developments have been added to the area. Apache Junction expects to see continued growth through the next decade.

Apache Junction continues to attract those who want to escape the cold winter months in other parts of the country. Today Apache Junction's population is 22,000. The town sits at an elevation of 1,715. The southwest dry climate gives Apache Junction a summer high temperature of 104 degrees and winter low temperature of 35 degrees. Apache Junction caters mostly to recreation seekers and retirees. There are several attractions in and around Apache Junction and its location is ideal for outdoor activities. The famous Apache Trail is a winding road that takes drivers north out of town up to a series of lakes. This drive is one of the more breathtaking drives in the state. The Lost Dutchman State Park is a 320-acre site with many activities available to its visitors. The Superstition Mountains offer hiking, camping, picnicking, mountain biking and horseback riding trails.

**Existing Utilities are as follows:**

**Electric - Master metered and submetered**

**Gas - Natural gas available to the common areas only - pool, laundry, kitchen**

**Sewer - city sewer**

**Water - City water paid by the park**

**Cable TV - available, private company**

**Phone - available at each site**

## **RENTAL RATES FOR 2005-2006**

<b>DAILY</b>	<b>\$30</b>
<b>WEEKLY</b>	<b>\$180</b>
<b>MONTHLY</b>	<b>\$500</b>
<b>3 MONTH</b>	<b>\$1385</b>
<b>5 MONTH</b>	<b>\$1810</b>
<b>ANNUAL (WITH 7 MONTH STAY)</b>	<b>\$2700</b>
<b>ANNAUL (12 MONTH OCCUPANCY)</b>	<b>\$2975</b>

## **STAFFING**

Manager Couple – She runs the office and makes all major decisions, he runs maintenance

Assistant Manager Couple – she works in office and he parks incoming RV'S or does maintenance

Front Desk assistant

Activities director

2-3 maintenance men

1 full time cleaning woman

1 seasonal cleaning woman

4-5 guards (paid guards work from 2 PM to 6 AM in the summer, and from 4 PM to 8 AM in the winter. In the winter, park residents work as “volunteer” guards from 8 AM until 4 PM, in return for an offset against their electric bills. In the summer there are no guards on duty from 6 AM thru 2 PM.)

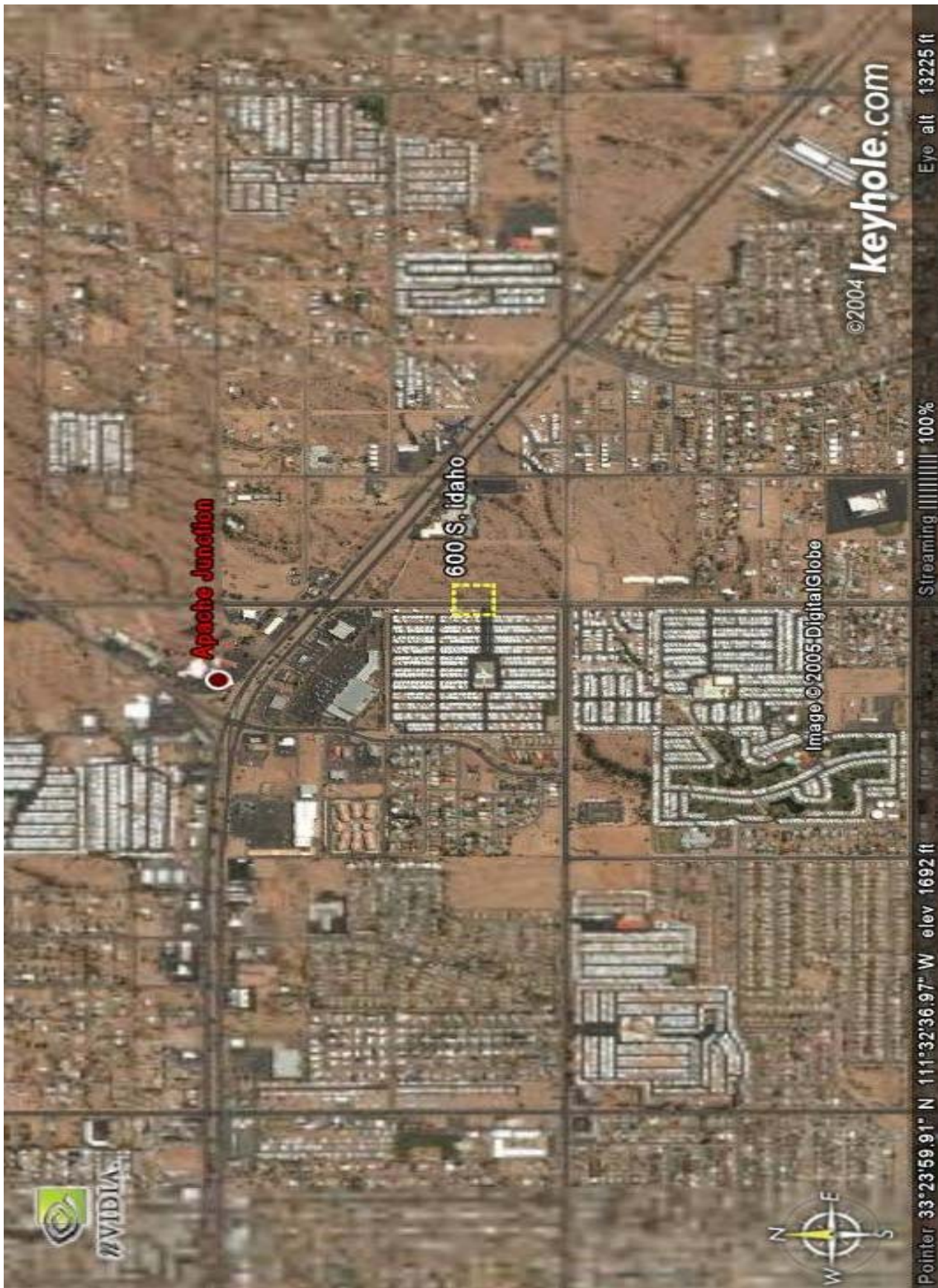
A breakdown of the staffing costs will be made available upon request.

Disclaimer: This information package has been prepared to provide summary information to prospective purchasers and to establish preliminary level of interest in the property described herein. It does not, however, purport to present all material information regarding the subject property, and it is not a substitute for a thorough due diligence investigation. In particular Park Brokerage Inc. or John Grant have not made any investigation of the actual property, the tenants, the operation history, financial reports, leases, square footage, age or any other aspect of the property and make no warranty or representation with respect to the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue or renew its occupancy of the subject property. The information contained in this package has been obtained from sources we believe to be reliable, however, neither Park Brokerage Inc. nor John Grant have conducted any investigation regarding these matters and make no warranty or representation provided. Any programs, projections, opinions, assumptions or estimates used are for example only and do not necessarily represent the current or future performance of the property.

Park Brokerage Inc. and John Grant strongly recommend that any prospective purchaser conduct an in-depth investigation of every physical and financial aspect of the property to determine if the property meets their needs and expectations. We also recommend that you consult with your tax, financial and legal advisors on any matter that may affect your decision to purchase the property and the subsequent consequences of ownership.







Source: Keyhole.com

# Rock Shadows RV Resort

## Profit & Loss Comparison

	2,003	2,004	2,005 Pro forma
<b>Income</b>			
1-Rental 7-12 Mo.	\$1,181,096	\$1,229,138	\$1,278,303
2-Rental 5 Mo.	\$26,698	\$23,450	\$24,388
3-Rental 3 Mo.	\$27,910	\$39,425	\$41,002
4-Rental 1 Mo.	\$31,966	\$36,243	\$37,693
5-Rental Day/Week	\$28,947	\$39,788	\$41,380
6-Rental Extra Adults	\$2,438	\$3,294	\$3,426
7-Space Rent Deposits	\$6,510	\$19,889	\$20,685
8-Park Owned Rental Deposits	\$20,235	\$21,300	\$22,152
A-Electrical Income	\$154,946	\$174,610	\$181,594
B-Sewer Fees Income	\$73,889	\$75,011	\$78,012
C-Copies/Fax Income	\$271	\$353	\$367
E-Storage Income	\$5,498	\$6,663	\$6,929
F-PO Forward	\$970	\$1,075	\$1,118
I-Interest Income	\$2,395	\$2,925	\$3,042
J-Late/NSF Fees	\$1,714	\$1,306	\$1,358
M-MH Sales	\$5,076	\$7,141	\$7,427
P-Park Owned Rentals	\$27,855	\$31,750	\$33,020
R-Renter Fee	\$4,150	\$3,150	\$3,276
T-Commissions Cable TV	\$1,567	\$401	\$417
T-Commissions Laundry	\$13,296	\$12,172	\$12,658
T-Commissions Telephone	\$0	\$0	\$0
T-Commissions Vending	\$904	\$705	\$733
X-Extra Utilities	\$4,930	\$2,470	\$2,569
Z-Other Income	\$253	\$638	\$663
<b>Total Income</b>	<b>\$1,623,513</b>	<b>\$1,732,896</b>	<b>\$1,802,212</b>
<b>Expenses</b>			
Accounting	\$2,852	\$3,120	\$3,214
Advertising	\$4,745	\$9,218	\$6,500
Auto & Truck	\$914	\$768	\$791
Bank Service Charges	\$10,529	\$12,596	\$12,974
Cleaning Supplies	\$519	\$811	\$835
Computer Expense	\$380	\$0	\$0
Consulting	\$190	\$0	\$0
Contract Labor	\$150	\$0	\$0
Dues	\$1,246	\$1,289	\$1,327
Insur-Liability	\$44,718	\$27,027	\$25,500
Insur-Medical	\$4,800	\$5,039	\$5,100
Insur-Wk Comp	\$7,058	\$10,299	\$10,608
Interest Paid	\$0	\$263	\$0
IRA Contrib-Employer Share	\$0	\$0	\$0
Landscaping	\$6,005	\$9,452	\$9,736
Legal	\$2,539	\$1,709	\$1,760
Maintenance-Electrical	\$4,123	\$15,250	\$15,708

Maintenance-General	\$40,764	\$42,303	\$43,572
Maintenance-Roads	\$13,345	\$17,330	\$12,500
Maintenance-Rental Units	\$3,506	\$3,585	\$3,693
Maintenance-Sewer	\$2,432	\$418	\$430
Management Fees	\$64,941	\$69,316	\$72,088
Miscellaneous	\$0	\$0	\$0
Office Expense	\$14,374	\$17,885	\$18,422
Payroll	\$232,589	\$241,072	\$248,304
Payroll Expenses	\$0	\$0	\$0
Payroll Taxes	\$22,451	\$20,885	\$21,511
Permits-Lic-Fees	\$105	\$282	\$290
Pool/Supplies	\$4,932	\$5,965	\$6,144
Promotion			
Referral Fees	\$1,650	\$1,100	\$1,133
Promotion-Other	\$12,020	\$9,864	\$10,160
Total Promotion	\$13,670	\$10,964	\$11,293
Taxes-Personal Property	\$2,189	\$2,588	\$2,666
Taxes-Property	\$45,792	\$53,967	\$55,586
Telephone	\$6,941	\$5,317	\$5,476
Utilities-Electricity	\$136,503	\$145,152	\$149,506
Utilities-Gas Used	\$20,730	\$22,971	\$23,660
Utilities-Sewer	\$55,808	\$57,657	\$57,657
Utilities-Trash Collection	\$18,805	\$18,904	\$19,471
Utilities-Water	\$32,372	\$37,062	\$38,174
<b>Total Expense</b>	<b>\$823,016</b>	<b>\$870,463</b>	<b>\$884,498</b>
% Expense	51%	50%	49%
<b>Net Operating Income</b>	<b>\$800,497</b>	<b>\$862,434</b>	<b>\$917,714</b>
<b>Debt Service</b>			
GMAC - 7.626M @ 5.72%			<b>\$544,442</b>
<b>Net Spendable</b>			<b>\$373,272</b>
<b>Cash Flow</b>			<b>5.9%</b>
<b>Plus Principal Paydown 2006</b>			<b>\$110,714</b>
<b>Total Return</b>			<b>\$483,986 7.6%</b>

## Rental Comparison Rates (2004 – 2005)

	<u>Daily</u>	<u>Weekly</u>	<u>Monthly</u>	<u>3 Months</u>	<u>5 Months</u>	<u>Annual</u>
<b>Canyon Vistas (638 Spaces)</b>	\$36.00	\$200.00	\$520.00	\$1,458.00		\$3,200.00
<b>Silverridge (687 Spaces)</b>	\$32.00	\$185.00	\$525.00	\$1,575.00		\$3,670.00
<b>Superstition Sunrise (1119 Spaces)</b>	\$35.00	\$160.00	\$490.00	\$1,395.00		\$2,690.00
<b>Viewpoint (1780 Spaces)</b>	\$35.00	\$199.00	\$615.00	\$1,808.00		\$3,700.00
<b>Golden Sun (329 Spaces)</b>	\$32.19	\$188.70	\$459.90	\$1,277.50	\$1,936.69	\$2,754.29
<b>The Resort (792 Spaces)</b>	\$39.12	\$206.78	\$532.88	\$1,497.13		\$3,582.95
<b>Rock Shadows (683 Spaces) /1</b>	\$30.00	\$180.00	\$500.00	\$1,385.00	\$1,810.00	\$2,975.00

/1: 2005-2006 Rates

## Rock Shadows Sales Comparables

<u>Property</u>	<u>Sale Date</u>	<u>Price</u>	<u>Price/Space</u>	<u>Property Size</u>
Aztec RV Resort 328 Spaces 4220 E. Main St Mesa, AZ 85205	11/4/2003	\$6,100,000	\$18,597	14.205
Park Place/New Hope Trailer Park 345 Spaces 5933 E. Main St. Mesa, AZ 85205	12/3/2002	\$6,800,000	\$19,710	27.428
Valle Del Oro RV Resort 1760 Spaces 1452 S. Ellsworth Rd Mesa, AZ 85208	1/13/2004	\$48,500,000	\$27,556	N/AV

Source: CoStar Comps

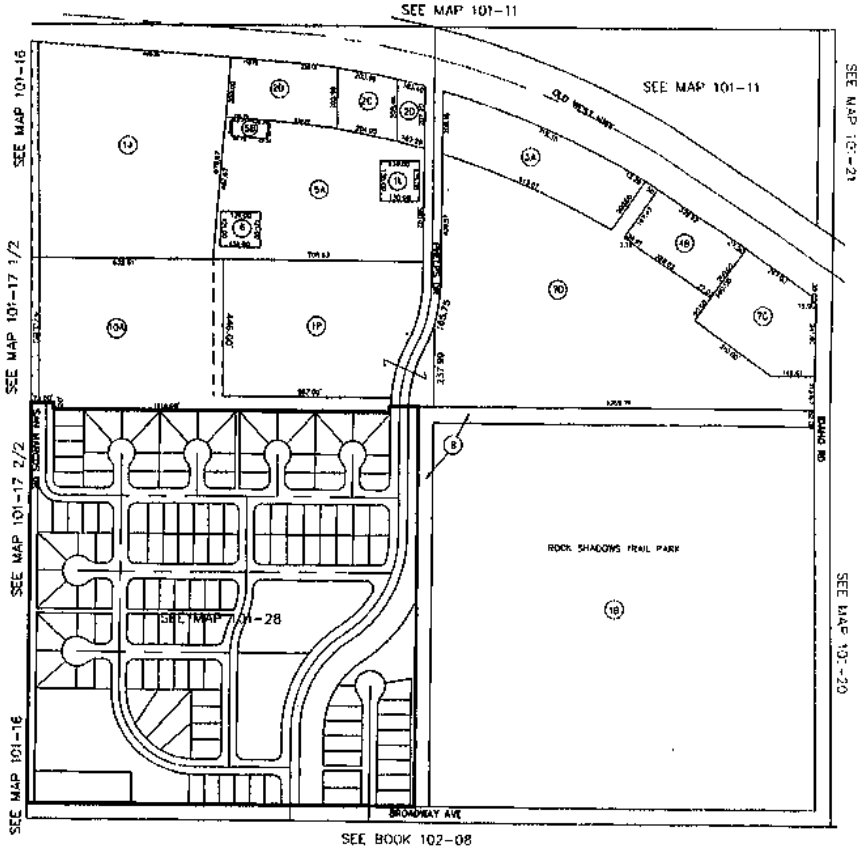
Plat map of Rock Shadows property

SEC. 20 SE TN.01N RG.08E

101-14

AREA CODE  
4399  
SPECIAL DISTRICTS  
04159  
11642

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
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NOTES:  
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PINAL COUNTY ASSESSORS M/

