

# **CASA DEL SOL MOBILE HOME PARK**

## **17300 Corkhill Road, Desert Hot Springs, CA**



- **\$4,750,000 Sales Price**
- **185 Sites + Apartment, 3+ Star**
- **Clubhouse, 3 Hot Mineral Spas, Pool**
- **Near Palm Springs and New Casinos**
- **12% Cash Flow**
- **Only \$25,538/Site**

*For Further Information Contact:*

**John Grant  
Park Brokerage Inc.  
11580 Petenwell Road  
San Diego, CA 92131  
(800) 987-3363**





<b>MANUFACTURED HOUSING COMMUNITY</b>		Price <b>\$4,750,000</b> <b>Plus \$100,000 MH Notes</b>	
Casa del Sol Mobile Home Park 185 Sites + Apartment, Clubhouse, 3 Hot Mineral Spas + Pool		Down Payment <b>\$1,187,500</b>	
Address/City 17300 Corkill Road, Desert Hot Springs	County Riverside	State California	
Est. Vac. & Expense % See Proforma Attached	Age Built in phases, 60's, 70's, and 80's	Loan Buyer to obtain	
Capitalization Rate 8.0%	Est. Spendable Return 12.1%	Total Return 16.2%	
Parcel Size 17.34 Acres	No. Spaces 185 + Apartment	Water County	Sewer Septic
Listing Salesman John Grant (800) 987-3363		Office San Diego	
<p><b>DESCRIPTION AND TENANT INFORMATION:</b> 3+ Star, 185 sites, all ages manufactured housing community located in the unincorporated area of Desert Hot Springs in Riverside County. Desert Hot Springs is just north of Palms Springs and Palm Desert and housing demand is skyrocketing as the area adds thousands of jobs from all the new casinos. The community use to be senior and has a mix of seniors with some snowbirds and families. The community was built in phases with the first phase in the late 1950's with 9 RV spaces and mostly singlewide homes, the second phase in the late 60's-early 70's with a mix of singlewides and doublewides, and the last phase in approximately 1980 with almost all doublewides. The site rents are \$268-\$295 plus submetered gas, electric, and water utilities. Site rents are subject to the County of Riverside rent control ordinance that allows an annual 100% cpi increase, full decontrol on vacancies, capital expenditure pass thrus, and net operating income adjustments. Sale includes seven rental homes rented from \$331-\$425. Seller also owns 22 additional mobile homes subject to resident installment sale contracts. Buyer to purchase the remaining principal balances of approximately \$100,000 at 10% interest with monthly payments of \$2,662 at the close of escrow. The property has deluxe amenities of a recently renovated clubhouse with kitchen, card room, library, billiards, and meeting room, office, three sets of renovated laundry room with leased Web laundry machines, three hot mineral spas, swimming pool, and entry gate. County water, 50 amp electrical service except for 100 amp in the newer section, and a septic sewer system that has been extensively upgraded. Strong upside in filling approximate 10% vacancy rate and increasing very reasonable rental rates. Do not disturb residents. Community has entry gate and please call broker to arrange visit.</p> <p><b>12% CASH FLOW, STRONG UPSIDE, BOOMING MARKET, REASONABLE RENTS, DELUXE AMENITIES, ONLY \$25,538/SITE!!!</b></p>			
<b>TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE</b>		<b>\$379,698</b>	
<b>LOAN INFORMATION</b>  Buyer to obtain new financing through escrow. Broker anticipates a new loan at 75% loan to value or \$3,562,500 at an adjustable interest rate of 5.25% amortized over 30 years with a 15 year term, monthly payment \$19,672.26	<b>TOTAL ANNUAL PRIN. &amp; INTEREST PAYMENT</b>		<b>\$236,067</b>
	<b>EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)</b>		<b>\$143,631</b>
	<b>PLUS PRINCIPAL REDUCTION YEAR ONE</b>		<b>\$49,180</b>
	<b>TOTAL RETURN</b>		<b>\$192,811</b>

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.**

## CASA DEL SOL MOBILE HOME PARK

	ACTUAL 2002	Broker Proforma						
<b>REVENUES</b>								
Late Fees	8,725	8,725						
Laundry	6,876	6,876						
Vending Commissions	1,452	1,452						
Cable	10	0						
Clicker Deposit	7,280	0						
Credit Check	-155	0						
Key Deposit	340	340						
Miscellaneous	1,400	0						
Mobile Payments	14,750	0	←					
Mobile Rental	4,610	0						
Rec Hall Rental	120	120						
RV Rental Space	23,897	25,000						
RV Storage	1,662	1,662						
Security Deposit	-570	0						
Space Rental	521,925	575,936	←					
Utilities	109,176	109,176						
Labor Trade	-587	0						
NSF Check	3,046	0						
<b>TOTAL REVENUES</b>	<b>703,957</b>	<b>729,287</b>						
<b>EXPENSES</b>								
Automobile	4,881	1,000						
Bad Debts	19,090	5,000						
Bad Checks	3,301	2,000						
Bank Fees	718	718						
NSF Fees	50	50						
Cable	2,960	2,960						
Dues and Subscriptions	97	97						
Equipment Purchase-Saml	290	0						
Equipment Rental	1,033	1,033						
Gas	39	0						

Mobile contracts not part of the property valuation. Buyer to purchase principal balances of mh notes at the close of escrow of approximately \$100,000

Current \$46,268 monthly rent annualized is \$555,216. Broker has projected two additional occupancies at \$285 per month and added July's rent increase at 2.5%. Excluding 9 RV sites, 17 remaining vacant MH sites for additional upside of \$58,140/year at \$285 monthly space rents. Dealer has recently installed a new doublewide manufactured home on space 105 for sale. Dealer interested in other vacant spaces.

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Improvements	42,668	0				
Insurance	9,771	9,771				
Licenses and Permits	2,639	2,639				
Maintenance	8,374	0				
Miscellaneous	10,778	7,500				
Office	10,428	7,500				
Payroll	51,423	65,000				
Permits	5,638	5,638				
Postage and Delivery	778	778				
Legal and Professional	2,847	2,847				
Registration	83	0				
Rent	1,200	0				
Repairs	57,993	37,000	←			
Small Tools	391	0				
Supplies	14,634	5,000				
Property and State Taxes	3,099	48,000	←			
Telephone	2,775	2,775				
Trash	12,348	12,348				
Travel and Entertainment	6,269	2,000				
Electric	88,694	88,694				
Gas	10,223	10,223				
Water	28,583	28,583				
Utilities-Other	435	435				
Total Expenses	404,530	349,589				
<b>NET INCOME</b>	299,427	379,698	←			

Improvements, Repairs, and Maintenance consolidated at industry average of \$200/space/year

Anticipated property taxes per California Proposition 13. Possibility \$20,000 in increased real estate taxes could be passed thru per the County of Riverside rent control ordinance

Net income used for valuation

