

BLACK ROCK RV VILLAGE

46751 E. Highway 60, Brenda, AZ



- **\$2,950,000 Sales Price, Only\$7,301 Site**
- **403 Huge RV Sites + Owner/Mgr MH**
- **296 Annuals with 97 Park Models + 38 TT**
- **66 Newer Sites, 45 Acres, 50 Amp Electric**
- **150 Seat Café, Park Model Sales, Rec Hall**
- **Adjacent BLM 40 Acres for Expansion**
- **11.8% Cap Rate, 16% Cash Flow, 18% TR**

For Further Information Contact:

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

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.





SNOWBIRD RV RESORT

Price
\$2,950,000

Black Rock RV Village
403 Huge RV Sites + Owner/Mgr MH, Café, Park Model Sales

Down Payment
\$1,280,000

Address/City
46751 E. Highway 60, Brenda

County
La Paz

State
Arizona

Est. Vac. & Expense %
See Proforma Attached

Age
1988-1992 250 sites, mid 90's 87 sites, 2002 66 new sites

Loan
Buyer to obtain new 1st TD

Capitalization Rate
11.8%

Est. Spendable Return
15.9%

Total Return
18.2%

Parcel Size
45 Acres

No. Spaces
403

Water
Well

Sewer
Septic

Listing Salesman John Grant (800) 987-3363

Cost per Site: \$7,301

DESCRIPTION AND TENANT INFORMATION: Very desirable, high cash flow RV resort with strong upside located in an attractive desert setting surrounded by hills. Brenda is located 15 miles east of Quartzsite and the market attracts over one million campers each season. 403 RV sites with 66 sites just added in 2002. The very large sites are 40x50 feet to 40x100 feet with an average site size of 40x60 feet. 26 pullthrus at 30x100 feet. Each site has 50 and 30 amp electrical service and cable tv. All but 57 sites have telephone. Site rents increased the 04-05 season and are increasing for the 05-06 season to Daily \$33 and \$30, Weekly \$230 and \$180, Monthly \$500 and \$350, two months \$750, three months \$1,000, and annuals with no phone \$1,050 (57 sites), phone \$1,100 (215 sites), premium \$1,250 (117 sites), and premium \$1,300 or \$1,500 (3 sites). 296 annuals with 97 park models and 38 permanent travel trailers. Owner expects park to absorb 15 additional park models a year with at least half being new sales and the other half from units 5-10 years old moving to Black Rock for a better park and lower rent. Sale includes a successful park model sales business. Park is the area dealer for Cavco and can sell throughout the area. Park has a very popular 150 seat café that was leased the 04-05 season but is now vacant with potential lessees ready to operator or a new owner can run. The previous owners of the park operated the café themselves. The café includes a salad bar and 75 seat banquet room. A reverse osmosis system produces water and ice for the café and is sold to the general public. Sale includes a beautiful owner/manager 3br/2ba, 1,400 sf manufactured home at the northeast corner of the property with large front and rear decks, a 30x40 foot steel garage and three carports. An additional 14x67 foot 2br/2ba mobile home that serve as the park model sales center is included. The 6,500 sf office/café/shop building contains a very complete office. Additional rental income from five motel units that are rented from \$30-\$50/night, leased barber/beauty shop, five 14x20 foot metal canopy vendor booths on the highway, propane sales, soft water car wash, and three laundry facilities with owned machines. The park has a 41x91 foot rec hall with a large stage, sound system, and restrooms, and a 49x14 foot rec hall annex that includes a library, modem desk, kitchen, and card room. Additional amenities include a picnic area in the center of the park with cabana, bbq grill, fire pit, benches and tables, a radio control model airplane flying field, vehicle storage area, 18 hole pitch n' putt golf course, and a desert golf course on the BLM land that adjoins the rear of the park. Adjacent 40 acres owned by BLM can probably be purchased for an additional 200-300 sites. **For additional information on the park, please review their excellent web page at www.blackrockrvvillage.com. GREAT CASH FLOW, STRONG UPSIDE FROM INCREASING OCCUPANCY, RENTAL RATES, AND PARK MODEL SALES, GOOD CONDITION, EXPANSION POSSIBLE, BOOMING MARKET!!!**

TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE

\$348,804

LOAN INFORMATION: Assumable \$1,670,000 private AITD at 7% interest amortized over 25 years due December/2013, monthly payment \$12,071.79 with \$2,328 to principal

Annual Principal and Interest Payments

\$144,861

Cash Flow

\$203,943

Plus Principal Reduction Year One

\$28,920

TOTAL RETURN

\$232,863

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.**

BLACK ROCK RV VILLAGE

	ACTUAL Year End 2001	ACTUAL Year End 2002	ACTUAL Year End 2004	Broker Proforma	
INCOME					
Rent	967	0			
Annual Rent	180,151	205,483	263,769	345,450	←
Cancel Fees					
RV Sites					
Monthly Rent	40,880	39,556	44,690	48,000	
Weekly Rent	19,369	23,237	26,406	29,000	
Daily Rent	26,266	43,140	40,602	44,000	←
Discount Rent			15,830	17,000	
Motel			18,775	18,775	
Motel Monthly Rent	1,135	8,897			
Motel Weekly Rent	3,465	4,849			
Motel Daily Rent	13,657	18,287			
Motel Discount Rent			874	874	
Café	283,146	301,184			
Retail Sales	3,965	5,670	1,902	1,902	
Ice and Water Sales	2,399	2,313	1,975	1,975	
Store-Non Tax	1,925	2,542	2,061	2,061	
Propane Sales	35,180	25,659	30,358	30,358	
Laundry	16,101	16,715	18,961	18,961	
Car Wash	2,035	1,650	2,179	2,179	
Rent-Other	2,285	2,250	225	225	
Rent-POB	983	1,411	1,834	1,834	
Rent-Propane	2,069	1,762	2,576	2,576	
Other Income	2,621	693			
Park Model Sales	128,116	262,926	70,162	70,162	←
Postage Sales	0	-42	6,160	6,160	
Reimbursements	608	151			
Reimbursements-Electric	49,615	50,860	75,810	75,810	
Reimbursements-Postage	6,374	5,842			
Refunds	0	1,836			
Sales Discounts-Park	72	0			

While park has averaged an additional 10-20 annuals per year, Broker has not projected any increase in existing 296 annuals. Existing 296 annuals at 05-06 rates. 04-05 annuals income will be \$305,600. See breakdown at bottom of spread sheet

10-15% rate increases across the board for all 05-06 season rental rates

Park model sales can be greatly increased as per prior 2002 owner sales amounts. Only 135 year round units in park.

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Café Lease				28,000	24,000	← Café was rented during 04-05 season at \$24,000 but is currently vacant. Owner is negotiating with a Quartzsite restaurant owner to lease café at \$24,000 per year plus 2% of gross. Or buyer can operate café themselves.
Miscellaneous				90	90	
Clip Joint Rent				864	864	
Mobile Rent				900	900	
Services				219	219	
Storage				1,115	1,115	
Wireless Internet				58	58	
TOTAL INCOME	823,384	1,026,871		656,395	741,392	
EXPENSES						
Cost of Goods Sold-Café	118,969	129,545				
Cost of Goods Sold-Store	4,960	6,492		914	914	
Cost of Goods Sold-Propane	41,316	33,086		28,264	28,264	
Administrative				1,545	1,545	
Advertising	10,853	16,217		7,187	7,187	
Accounting	3,802	2,462				
Bank Charges	7,403	6,339		712	712	
Business and Sales Tax	29,908	36,966				
Cash Over and Short	2,989	5,299		-11	-11	
Commissions and Fees	822	8,000				
Contract Labor				2,975		
Credit Card Fees				4,739	4,739	
Dues and Subscriptions	719	885		1,717	1,717	
Employee Benefits	3,300	5,450				
Equipment Rental				237	237	
Freight	22	52				
Fuel				2,543	2,543	
Gifts	253	0				
Insurance	8,480	9,189		10,901	16,483	
Internet Expense				1,678	1,678	
Landscaping				1,858	1,858	
Legal and Professional	0	0				
Licenses and Permits	2,575	2,361		2,719	2,719	
Loss on NSF Checks	0	123				
Maintenance-Other	0	417				
Maintenance-Park	15,451	17,815				

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Maintenance-Café	2,774	4,332				
Office	2,143	0	1,817	1,817		
Other Taxes	1,897	3,035				
Park Model Expense	113,934	181,984	55,769	55,769		
Park Model-Commissions			3,931	3,931		
Payroll Taxes	14,544	17,871				
Pest Control			2,125	1,000		
Printing	241	828				
Postage	7,430	7,038	7,458	7,458		
Professional Development			98	98		
Professional Fees			1,670	1,670		
Promotion			2,486	2,486		
Propane Expense			9,021	9,021		
Property Management Fees	18,756	28,059				
Real Estates-Personal Prop. Tax	505	0				
Refunds	82	0				
Refunds-Rents	5,690	7,765				
Refunds-POB Keys	4	20				
Rent or Lease Expense	4,977	5,438				
Repairs-Auto						
Repairs-Other	0	0				
Repairs-Park	5,534	11,030	29,454	20,250	←	Repairs at industry average of \$50 per space per year
Repairs-Café	1,187	2,075				
Repairs-Construction Equipment	3,979	857	5,788	0		
Repairs-Motel	60	864				
Repairs-Plumbing			1,242	0		
Salaries	72,060	70,253	83,030	94,366		
Subcontract Labor	36,829	38,022				
Supplies	543	0				
Supplies-Café	6,322	6,275				
Supplies Exp. Café-Cleaning	2,224	2,119				
Supplies-Park	23,121	20,844	6,259	6,259	←	01 and 02 owner expensed new space construction to Supplies-Park
Supplies Exp. Café-Disp. Equipm	1,639	929				
Supplies-Office	7,210	7,683				
Sup. Exp Café-Paper	5,753	7,235				
Supplies-Motel	1,029	620				
Telephone	6,386	7,851	14,112	14,112		

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Travel	1,328	495	7,775	1,000
Uniforms	66	-161		
Utilities Expense	475	0		
Utilities-Park	60,319	61,926	85,413	85,413
Wages	73,934	83,145		
Tips-MC/Visa	0	1,053		
Other	8,452	8,171		
Property Taxes	0	0	8,677	17,353
TOTAL EXPENSES	743,249	868,354	394,103	392,588
NET INCOME	80,135	158,517	262,292	348,804
Black Rock RV Village Rates				
Annual				
Site Type	Annual Price 04-05	Total Quantity	#Currently Annualized	Average Annual Income
No Phone	\$925.00	57	39	\$36,075.00
Phone	\$975.00	215	147	\$143,325.00
Premium	\$1,100.00	117	107	\$117,700.00
X Premium	\$1,300.00	1	1	\$1,300.00
XX Premium	\$1,500.00	2	2	\$3,000.00
Total		392	296	\$301,400.00
Site Type	Annual Price 05-06	Quantity	#Currently Annualized	Average Annual Income
No Phone	\$1,050.00	57	39	\$40,950.00
Phone	\$1,100.00	215	147	\$161,700.00
Premium	\$1,250.00	117	107	\$133,750.00
X Premium	\$1,300.00	1	1	\$1,300.00
XX Premium	\$1,500.00	2	2	\$3,000.00
Total		392	296	\$340,700.00
*392 Sites + 11 Work Kamper Site = 403 Total Sites				
Buyer understands that the Broker Proforma is not guaranteed by Broker or Seller and is an optimistic projection of future operating results				

