

DESERT SUNSET RV PARK
480 N. Central Blvd./Highway 95 Quartzsite, AZ



- **\$450,000 Sales Price**
- **93 RV + 8 Mobile Home Spaces, Senior**
- **17% Potential Cash Flow, Low Rents**
- **7% Seller Financing for 15 Years**
- **Only \$4,455/Space**
- **Senior, Snowbird RV Park**

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
\$450,000

Desert Sunset RV Park
93 RV + 8 Mobile Home Spaces in Quartzsite, AZ

Down Payment
\$150,000

Address/City
480 N. Central Blvd./Highway 95, Quartzsite

County
La Paz

State
Arizona

Est. Vac. & Expense %
See attached spread sheet

Age
Built in phases-early 70's, 1978, 1984

Loan
Seller 1st TD

Capitalization Rate
11.2 %

Est. Spendable Return
17.6%

Total Return
19.6%

Parcel Size
7.25 Acres

No. Spaces
101

Map-Page

Zoning
SR

Listing Salesman John Grant PBI (800) 987-3363

Price per space: \$4,455

DESCRIPTION AND TENANT INFORMATION: Clean, owner occupied, senior 55+, snowbird RV resort in Quartzsite, AZ. Quartzsite is a prime snowbird destination and becomes the second largest city in the State of Arizona every January and February with over one million people. 93 RV and 8 mobile home spaces with RV rents of \$14 daily, \$70 weekly, \$150+electric monthly, seasonally \$675+electric, and \$775+electric yearly. Mobile home space rents are \$800-\$900/year. Rents are low and have not been raised for five years (see attached rental survey). Approximately 83 of the 93 RV spaces are occupied by guests for three months or more during the winter season. Gravel streets and spaces, well water system, city sewer, direct bill cable tv, laundry room, bathroom with showers, storage, and 20x60 recreation room. Owner 10x55 mobile home included in the sale with two 8x20 tip outs and adjacent small office. Arizona Department of Transportation is currently taking a sliver of the frontage of the property (1,250 square feet) to widen Highway 95 to four lanes. Property may have long term potential for commercial development. A number of commercial uses are located north and south of the property. While there are several tenants that live at the property year round, the RV park is closed from May 1st-October 1st, and the seller spends his summers in Colorado.

WHY BUY THIS PARK? Upside available from low rents and booming market, well maintained property, senior 55+ tenancy, excellent owner/operator property for semi-retirement, long term commercial land potential, 7% seller financing, 17.6% potential cash flow, only \$4,455/space!!!

TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE

See attached spread sheet with 1998, 1999, 2000, 2001, and 2002 actual income and expenses. Broker projected net income \$50,346

\$50,346

LOAN INFORMATION

Seller will carry a \$300,000 1st trust deed at 7% interest with monthly payments amortized over 30 years with a 15 year term, monthly payment \$1,995.91.

TOTAL ANNUAL PRIN. & INTEREST PAYMENT

\$23,951

EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)

\$26,395

PLUS PRINCIPAL REDUCTION YEAR ONE

\$3,047

TOTAL RETURN

\$29,442

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DESERT SUNSET RV PARK

		ACTUAL Year End 1998	ACTUAL Year End 1999	ACTUAL Year End 2000	ACTUAL Year End 2001	ACTUAL Year End 2002	Broker Proforma
	Overnight and Weekly			4,078			<div style="border: 1px solid black; padding: 5px;"> <p>\$150 monthly rents should be \$200 and have not been raised for five years. Snowbird market had very bad year in 2002 but record sales of new RV's and demographics of baby boom generation entering retirement should put property back into 1998 and 1999 financial condition.</p> </div>
	Monthly/Seasonal/Yearly			54,137			
	Storage Sheds			1,898			
	Storage			335			
	Laundry			800			
	Cable TV			140			
	Electric			11,305			
	Sewer-Mobile Homes			526			
	Sales Tax			355			
	REVENUES	81,111	72,686	73,574	73,338	66,244	80,000
	EXPENSES						
	Advertising	0	0	60	0	0	0
	Bank Charges	16	0	8	0	0	0
	Business Licenses	165	165	175	175	175	175
	Dues and Subscriptions	330	273	438	272	341	274
	Insurance	714	680	640	598	669	598
	Office Supplies	349	163	99	401	356	386
	Operating Supplies	478	314	218	555	1,068	250
	Postage	24	29	28	50	44	28
	Prof. Fees	550	500	650	790	525	650
	Propane	543	455	557	677	554	677
	Property Taxes	4,203	3,884	3,588	3,483	3,581	3,483
	Rent	26	26	26	26	26	26
	Repairs	505	913	3,736	3,218	1,419	1,500
	Sales Tax	407	77	380	356	1,078	356
	Sewer	6,168	5,169	4,879	5,981	5,436	5,981
	Telephone	459	681	704	791	821	791
	Trash	1,478	1,613	1,654	1,751	1,601	1,751
	Utilities	12,332	12,010	13,378	12,728	12,065	12,728
	Total Expenses	28,747	26,952	31,158	31,852	29,759	29,654
	NET INCOME	52,364	45,734	42,416	41,486	36,485	50,346

