

HAVASU FALLS RV PARK

3493 State Route 95 N. Lake Havasu City, AZ



- **\$2,100,000 Sales Price**
- **129 “Big Rig” RV Sites + Manager Apt.**
- **Built 1996, First Class, Deluxe Amenities**
- **Great Snowbird River/Lake Location**
- **13% Cash Flow**

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.



COLORADO RIVER/LAKE SNOWBIRD RV RESORT		Price \$2,100,000	
Havasu Falls RV Park 129 "Big Rig" RV Sites, Lake Views, First Class		Down Payment \$420,000	
Address/City 3493 Highway 95 N, Lake Havasu City	County Mohave	State Arizona	
Est. Vac. & Expense % See attached spread sheet	Age 1997	Loan Buyer to obtain	
Capitalization Rate 9.2%	Est. Spendable Return 13%%	Total Return with MH Notes 19.6%	
Parcel Size 9.48 Acres	No. Spaces 129 + Manager Apartment	Water City	Sewer Onsite Treatment Plant
Listing Salesman John Grant PBI (800) 987-3363		Cost per Space: \$16,154	
<p>DESCRIPTION AND TENANT INFORMATION: Havasu Falls RV Park is one of the best "Big Rig" RV resorts in the southwest. It was built just six years ago with the intention to capture the booming, more transient, large motor home traveler. Sites are approximately 28 feet wide X 50 feet long and can accommodate the biggest 45 foot motor homes with slideouts on each side. Each site has a large concrete pad, 50 amp electrical service, telephone, and cable. 81 pull thru sites. The RV park sits on a hill and many of the sites have gorgeous lake views. Amenities include a large clubhouse with bathrooms and showers, activities/library room, and laundry, entry gate, large swimming pool, and large office with manager apartment and two car garage. Winter rental rates are \$30 daily and \$180 weekly plus tot tax, and \$360 monthly plus electric. Summer rental rates are \$28 daily and \$165 weekly plus tot tax, and \$240 or \$260 monthly plus electric. Seller put RV sales center on property October/2001 and removed 80 sites for RV sales. Only 50 sites were available to rent as RV sites and the mix of a RV sales center with a RV park did not work well. As of Dec/02, the RV sales center was discontinued and the property use returned to as a 129 site RV park. Please review the Park's web site at www.havasufallsrvpark.com</p> <p>THE SNOWBIRD RV MARKET IS CHANGING FROM A MARKET WHERE SNOWBIRDS STAY AT ONE RV PARK FOR THE ENTIRE FIVE MONTH WINTER SEASON TO A MARKET WHERE THE SNOWBIRDS PREFER TO TRAVEL FROM PLACE TO PLACE DURING THE WINTER SEASON. MANY OF THE OLDER RV PARKS DO NOT HAVE LARGE SITES, 50 AMP ELECTRIC SERVICE, AND PULL THRUS AND CAN NOT ACCOMMODATE THE LARGER RV MOTOR HOMES. THE RV MANUFACTURING INDUSTRY IS ENJOYING RECORD SALES OF OVER 350,000 NEW RV'S A YEAR, AND HAVASU FALLS IS PERFECTLY POSITIONED WITH ITS LARGE SITES AND GREAT LOCATION TO ENJOY TREMENDOUS RENTAL INCOME UPSIDE.</p>			
TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE		\$193,851	
See attached spread sheet with 1999, 2000, 2001, and 2002 actual income and expenses and Broker proforma for next 12 months.			
LOAN INFORMATION		TOTAL ANNUAL PRIN. & INTEREST PAYMENT	
Buyer to obtain new financing. Broker anticipates new SBA financing at a a 80% loan to value or \$1,680,000 at an adjustable interest rate of prime + 2.5% (6.75%) fully amortized over 25 years. Monthly payment \$11,607.31		\$139,288	
		EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)	
		\$54,563	
		PLUS PRINCIPAL REDUCTION YEAR ONE	
		\$28,000	
		TOTAL RETURN	
		\$82,563	

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. 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.**

HAVASU FALLS RV PARK

	ACTUAL Year End 1999	ACTUAL Year End 2000	ACTUAL Year End 2001	ACTUAL Year End 2002	Broker Proforma			
Lodging	299,182	323,988	305,703	198,116	80 sites of the RV park were used for a RV sales center from Oct/01-Dec/02 and not rented. Broker has projected a slight increase from 2000 but the anticipated income should be much higher. Occupancy should be in the 90% range for the entire snowbird winter season from Nov. 1st-April 1st. Jan and Feb, 2003 occupancy was only 58% and 74%. Strong rental upside			
Telephone	6,486	7,440	5,567	5,088				
Electricity	19,211	20,868	20,982	11,614				
Pay Phone	175	93	86	45				
Pet	1,207	767	672	1,033				
Misc. Non Tax Items	774	608	666	609				
Laundry	465	780	1,154	4,850				
Vending	17	15	13	6				
Fax	380	348	227	107				
REVENUES	327,897	354,907	335,070	221,468	375,000			
EXPENSES						Actual onsite management cost, property taxes, and insurance. Broker has used the industry norm of \$100/site/year for repairs and maintenance, and most of the actual expenses based on 2000 except for utilities.		
Administrative	4,272	4,687	6,393	29,848	40,000			
Advertising	2,146	540	4,556	9,204	5,000			
Telephone	12,673	9,939	13,550	15,454	6,000			
Electric	36,485	36,543	34,995	34,112	36,543			
Cable	7,872	8,399	7,936	8,943	8,943			
Computer and Internet	605	1,164	1,290	1,981	1,200			
Gas	3,778	3,617	2,995	6,654	6,654			
Water	3,219	5,148	6,446	8,950	8,950			
Office and Park Supplies	4,056	3,592	3,101	8,094	3,592			
Park Maintenance	10,893	9,065	15,995	25,106	13,000			
Property Taxes	37,530	32,591	18,765	18,000	32,267			
Annual Insurance	2,754	2,568	2,569	3,000	6,000			
TOT Tax	11,226	12,011	16,355	14,000	13,000			
Total Expenses	137,509	129,864	134,946	183,346	181,149			
NET INCOME	190,388	225,043	200,124	38,122	193,851			
<p>All the above information has been furnished by a source deemed reliable, however, a prospective purchaser should not rely on these representations but should conduct their own independent evaluation of information collected from their own investigation. Park Brokerage Inc. assumes no responsibility for the accuracy of the information or projections. Prospective buyer acknowledges that the Broker Proforma is an optimistic projection of future results and is not guaranteed by Park Brokerage Inc. or Seller.</p>								

