

LAMPLIGHTER MOBILE HOME PARK

3431 N. Flowing Wells Road, Tucson, AZ



- **\$1,700,000 Sales Price**
- **67 Sites, Pool, Rec Room and Office**
- **New Gas + Water Systems, New Asphalt Streets**
- **No Rent Control**
- **10.3% Total Return + MH Note Income**

For Further Information Contact:

**John Grant
Park Brokerage Inc.
11580 Petenwell Road
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(800) 987-3363**



MANUFACTURED HOUSING COMMUNITY		Price \$1,625,000 Plus \$75,000 Park Owned Mobile Homes + MH Notes	
Lamplighter Mobile Home Park 67 Sites, Pool, Rec Room + Office New Gas + Water Systems, New Asphalt Streets		Down Payment \$450,000	
Address/City 3431 N. Flowing Wells Road, Tucson	County Pima	State Arizona	
Est. Vac. & Expense % See Proforma Attached	Age Older, Looks New	Loan Assumable	
Capitalization Rate 7.5%	Est. Spendable Return 5.9% + MH Notes Income	Total Return 10.3% + MH Notes Income	
Parcel Size 5.65 Acres	No. Spaces 67	Water City	Sewer City
Listing Salesman John Grant (800) 987-3363		Office San Diego	
<p>DESCRIPTION AND TENANT INFORMATION: 3 Star, 67 sites, all ages manufactured housing community located in north Tucson. Site rents are \$250-\$260 plus electric, water, and sewer. There is no rent control in the State of Arizona but relocation assistance for any annual rent increases in excess of 10%. 3 doublewides with the balance of sites containing singlewide homes. Many of the sites can accommodate doublewide homes. The community is in excellent condition with a new gas system now owned by Southwest Gas, a new water system, new asphalt streets (old streets were pulverized and regraded and then two inches of asphalt was placed over the new base), 50-100 amp electric, city sewer and water utilities, masonry wall along the street, and attractive desert landscaping. Amenities include a swimming pool, small rec room, office, and laundry room. Park was under construction from February-May and currently has more vacancies than normal with three vacant sites and eight vacant park owned homes that are for sale. Park rents out vacant sites to RV's during the winter season. Sale includes four mobile home notes with an approximate total principal balance of \$17,000 at 15% interest with current monthly payments of \$652. Seller anticipates selling several of the park owned homes before the close of escrow and a buyer obtaining less park owned homes and a larger number and higher principal balance of mobile home notes.</p> <p>VERY ATTRACTIVE COMMUNITY WITH NEW UTILITY SYSTEMS, GOOD EXISTING AND SELLER FINANCING, REASONABLE RENTS, 12.4% TOTAL RETURN PLUS INCOME FROM MH NOTES</p>			
TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE		\$122,687	
LOAN INFORMATION Buyer to assume the existing 1 st trust deed with La Jolla Bank with a balance of \$740,000 at an adjustable interest rate of the 11 th district + 3.25% with a 5.25% floor amortized over 25 years with a due date in 2017, current monthly payment \$4,607.64 with \$1,199.11 to principal, Seller to carry the balance of the purchase price of \$510,000 with monthly payments at 7% years 1-5 and an adjustable interest rate years 6-10 at the 11 th district + 3% with a floor of 5½, said note to contain a 20% prepayment penalty, monthly payment \$3,393.04	TOTAL ANNUAL PRIN. & INTEREST PAYMENT		\$96,008
	EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)		\$26,679
	PLUS PRINCIPAL REDUCTION YEAR ONE		\$19,553
	TOTAL RETURN		\$46,232

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.**

LAMPLIGHTER MOBILE HOME PARK

	ACTUAL Year End 2000	ACTUAL Year End 2001	ACTUAL Year End 2002	Broker's Proforma	
REVENUES					
Space Rent	163,126	166,327	178,791	185,238	←
Coach Rent	0	290	307	307	
RV Rent	683	3,876	2,780	2,780	
Rent Subsidy/Promotions	-80	-300	0	0	
Late Fee/NSF	1,333	1,655	1,932	1,932	
Electric	26,125	24,533	28,302	28,302	
Gas	17,816	21,259	24,441	0	←
Water	4,973	5,441	6,113	6,113	
Sewer Charges	3,664	3,601	4,480	4,480	
Laundry	913	1,041	894	894	
Misc. Service Charges	77	276	2,380	1,200	
Promissory Notes	4,016	3,331	5,978	0	
Improvement Loan	0	0	291	0	←
Commission Income	0	0	-797	0	
Expense Reimbursements	118	55	0	0	
Mobile Home Sales	0	0	7,750	0	
TOTAL REVENUE	222,764	231,385	263,642	231,246	
EXPENSES					
Payroll	11,879	16,602	21,772	21,772	
Misc. Repairs	1,484	1,374	992	992	
MH Repairs	3,943	4,098	6,180	0	←
MH Setup	2,602	3,242	4,328	0	
Auto Repair/Insurance	0	0	650	0	
Repairs and Maintenance	1,940	4,150	6,386	4,000	
Pool Supp/Serv/Repairs	1,447	2,018	1,476	1,476	
Street and Driveway Repair	0	1,480	0	0	
Tree Maintenance	0	960	0	500	
Fence Repairs	0	0	650	0	
Landscaping	0	528	2,030	500	
Signage	0	333	0	0	
Janitorial and Supplies	2,241	2,241	26	750	
Painting	700	86	440	440	
Glass	302	89	0	300	
Plumbing Repairs	2,889	75	601	601	
Gas Line Repairs	0	815	412	0	
Gas Line Conflicts	0	0	1,418	0	

\$10 rent increases are staggered throught the year. \$260 X 66 sites (1 mgr site) X 12 months X 90% occupancy rate = \$185,328. Buyer should be able to improve on proforma 10% vacancy rate.

New gas lines are now owned by Southwest Gas

All mobile home income and expenses from park owned homes and promissory notes excluded from the real property valuation

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Laundry Machine Repairs	50	0	0	0				
Electrical Repairs	987	545	0	500				
File/Liability Insurance	1,924	2,313	2,650	2,500				
WC Insurance	547	317	628	628				
Health Plan	304	0	0	0				
Property Management	13,134	10,344	11,643	12,000				
Contract Labor	300	10,124	1,722	1,500				
Electricity	25,953	26,413	29,980	29,980				
Gas	14,547	16,733	18,123	1,000				
Water and Sewer	6,827	8,956	9,172	9,172				
Telephone	2,015	2,063	3,258	2,200				
Office	10	496	1,044	500				
Advertising	30	370	479	479				
Dues and Subscriptions	264	651	570	570				
Education/Training	113	0	0	0				
Permits/Fees/Licenses	184	184	202	202				
Pest Control	0	0	80	0				
Legal	75	768	432	432				
Accounting	878	593	643	643				
Meals/Entertainment	101	141	365	365				
Travel	958	951	1,371	1,371				
Postage	263	296	302	302				
Office Supplies	156	578	86	250				
Equipment	174	692	1,926	1,000				
Property Taxes	6,394	6,808	7,716	11,000				
Mobile Home Prop Tax	374	241	239	239				
Privilege Sales Tax	-12	0	67	67				
Tenant Incentives	0	1,025	0	0				
Employee Holiday Party	99	0	0	0				
Tenant Entertainment/Gifts	50	107	25	25				
Credit Check Fees	98	243	298	298				
Bank Charges	14	7	5	5				
TOTAL EXPENSES	106,238	130,050	140,387	108,559				
NET INCOME	116,526	101,335	123,255	122,687				