

UPSIDE OPPORTUNITY SELLS FOR ONLY \$7,246 PER SITE



The sale of the Desert Shores Trailer Park located at 115 Desert Shores Drive on the Salton Sea, California sold July 3, 2014 for \$500,000. John Grant of Park Brokerage Inc. handled the sale.

The all ages park has 69 mobile home sites with a combination of old singlewides and permanent trailers on 3.22 acres. The park is approximately 40 years old and is primarily occupied by agricultural workers. Site rents were \$265 plus submetered electric and water. The property had a 30% vacancy rate at time of sale. The park has 30 and 50 amp electrical service and is serviced by city water and sewer services.

The buyer paid a \$100,000 cash down payment and the Seller carried a \$400,000 1st trust deed at 5% interest with monthly payments amortized over 30 years with a 10 years term. The capitalization rate is difficult to report as the property was poorly operated, not all the income was reported, and the water has recently been submetered and the very high sewer and water costs should be approximately half the cost in the future. The property was in poor condition at time of sale.

Six very small residential lots were included in the purchase price but had a very nominal value.

John Grant commented, “The owner had neglected this property for many years. The buyer owns an adjacent park and will run the park more efficiently and should be able to achieve a very high return. The park grossed \$50,000 more just three years ago.”

Grant added, “The Salton Sea is in Riverside and Imperial counties and the park is a half hour south of the City of Indio.”

John Grant sells and finances manufactured housing communities and RV parks exclusively throughout the states of California, Arizona, and Nevada. He has sold 165 manufactured housing communities and RV parks in the last 27 years and financed over 200. John can be reached at 858-586-9400.

Market time: 5 Months, Escrow length: 3 Weeks