

# DESERT SHORES TRAILER PARK

115 Desert Shores Drive, Salton Sea, CA



- \$500,000 Sales Price
- 69 MH Sites + Six Residential Lots
- Only \$7,246 Per Site
- City Sewer/Water, No Rent Control
- Large Vacancy Factor-Upside
- 5% Seller Financing

**For Further Information Contact:**  
**John Grant/Park Brokerage Inc.**  
**11510 Caminito Garcia**  
**San Diego, CA 92131**  
**(858) 586-9400, [john.grant@earthlink.net](mailto:john.grant@earthlink.net)**









<b>SALTON SEA PARK</b>		<b>Price</b> <b>\$500,000</b>	
Desert Shores Trailer Park 69 MH Sites & Six 5,000 SF Residential Lots		<b>Down Payment</b> <b>\$150,000 (30%)</b>	
<b>Address/City</b> 115 Desert Shores Drive, Salton Sea	<b>County</b> Imperial	<b>State</b> California	
<b>Financials &amp; Broker Proforma</b> See attached spread sheet	<b>Age</b> Approximately 40 years old	<b>Loan</b> Seller	
<b>Capitalization Rate</b>	<b>Est. Spendable Return</b>	<b>Total Return</b>	
<b>Parcel Size</b> 3.22 Acres-Park	<b>No. Spaces</b> 69 & 6 Residential Lots	<b>Water</b> City	<b>Sewer</b> City
<b>Listing Salesman</b> John Grant Park Brokerage Inc. (858) 586-9400		Price per Site: \$7,246	
<p><b>DESCRIPTION AND TENANT INFORMATION:</b> Hispanic, field worker park located on the Salton Sea approximately a half hour south of Indio. 69 mobile home sites with a combination of old singlewides and permanent travel trailers. Currently there are 21 vacancies. Site rents are \$265 plus electric and water. City sewer and water utilities. Some 50 amp and some 30 amp electrical service. Owner has recently added water meters and sewer bill is based on water usage. From broker's experience metering the water reduces water use by 50% and then will also reduce the sewer bill by 50%. Six small residential lots adjacent to park included in sale. Income has dropped by \$50,000 in last few years and allows a buyer tremendous upside in filling the park. Former boat launch and marina store to the Salton Sea that is closed.</p>			
<b>TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE</b>		<b>\$12,252</b>	
<b>LOAN INFORMATION</b>  Seller will carry a \$350,000 1 <sup>st</sup> trust deed at 5% interest with monthly payments amortized over 30 years with a 10 years term. Monthly payment \$1,878.88	<b>TOTAL ANNUAL PRIN. &amp; INTEREST PAYMENT</b>		
	<b>EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)</b>		
	<b>PLUS PRINCIPAL REDUCTION YEAR 1</b>		
	<b>TOTAL RETURN</b>		

DESERT SHORES TRAILER PARK

		ACTUAL Year End 2011	ACTUAL Year End 2012	ACTUAL Year End 2013	Broker Proforma				
<b>REVENUES</b>									
	Rents	180,338	155,144	131,732	131,732				
	Laundry	348	96	1,488	1,488				
<b>TOTAL REVENUES</b>		180,686	155,240	133,220	133,220				
<b>EXPENSES</b>									
	Payroll	19,894	17,382	17,479	17,479				
	Automobile	965	50	1,081	1,081				
	Billing Service	826	826	826	826				
	Dues & Subscriptions	149	97	68	68				
	Insurance-Business	7,590	8,197	8,159	3,500 ←		Insurance bill is high		
	Insurance-Workmans Comp	2,509	3,895	2,383	2,383				
	Legal Fees	325	400	0	0				
	Licenses & Permits	852	614	245	245				
	Mileage	122	31	0	0				
	Miscellaneous	52	0	0	0				
	Office	430	333	1,937	1,937				
	Property Taxes	41,821	46,626	48,949	32,000				
	R&M-Electrical + Plumbing	50	287	180	180				
	R&M-General	13,037	2,234	562	562				
	R&M-Grounds Maintenance	0	1,297	120	120				
	R&M-Supplies	1,769	3,902	3,191	3,191				
	Utilities-Electric	42,166	40,589	43,471	43,471				
	Utilities-Telephone	900	1,045	659	659				
	Utilities-Trash	8,423	8,150	8,266	8,266				
	Utilities-Water	11,951	10,600	9,626	5,000				
<b>TOTAL EXPENSES</b>		153,831	146,555	147,202	120,968				
<b>NET INCOME</b>		26,855	8,685	-13,982	12,252				
<p>Broker Proforma is an estimate and used only as an example.</p> <p>The Seller and Broker do not guarantee it and Buyer to make independent investigation and evaluation of the potential revenue, expenses, and occupancy streams for the property.</p>									

Sewer bill of \$34,191 is paid thru property tax bill. With water meters and water usage reduced 50%, sewer bill will also be 50%

Seller has recently installed water meters. Sewer bill is based on water usage. It is Broker's experience that water use is reduced by 50% when water is metered.





Copyright © and (P) 1988–2007 Microsoft Corporation and/or its suppliers. All rights reserved.



Copyright © and (P) 1988–2007 Microsoft Corporation and/or its suppliers. All rights reserved.