

HIGHLY SUCCESSFUL RV/MOBILE HOME PARK

455 E Main St | Quartzsite, AZ
OFFERING MEMORANDUM

A large, white, textured sign with the word "QUARTZSITE" in black, serif capital letters. The sign is flanked by two tall, vertical, reddish-brown pillars that resemble tree trunks. In front of the sign, three black camel sculptures are mounted on a red, cylindrical base. The scene is set in a desert environment with gravel, cacti, and a chain-link fence. In the background, there are mountains and a clear blue sky.

QUARTZSITE

WELL OVER A 18% CAP RATE ON ACTUALS



Highly Successful RV/Mobile Home Park

CONTENTS

01 Executive Summary

Investment Summary
Location Summary

02 Property Description

Property Features
Aerial Map

03 Rent Roll

Multi-Family Unit Mix
Rent Roll
Lease Expiration

04 Financial Analysis

Income & Expense Analysis
Multi-Year Cash Flow Assumptions
Cash Flow Analysis
Financial Metrics

05 Demographics

Demographics
Demographic Charts

06 Company Profile

Company Bio
Advisor Profile

Exclusively Marketed by:

Linda Gerchick

CCIM

(602) 688-9279

linda@justsoldit.com

Lic: BR114848000



www.justsoldit.com



01

Executive Summary

Investment Summary

Location Summary

OFFERING SUMMARY

ADDRESS	455 E Main St Quartzsite AZ 85346
COUNTY	La Paz
BUILDING SF	4,157 SF
LAND ACRES	2.05
LAND SF	89,298 SF
YEAR BUILT	1964
APN	306-23-031C
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$1,995,000
PRICE PSF	\$479.91
OCCUPANCY	97.00 %
NOI (CURRENT)	\$374,722
CAP RATE (CURRENT)	18.78 %
CASH ON CASH (CURRENT)	41.46 %
GRM (CURRENT)	2.23
GRM (PRO FORMA)	2.19

PROPOSED FINANCING

Commercial Financing

LOAN TYPE	Amortized
DOWN PAYMENT	\$598,500
LOAN AMOUNT	\$1,396,500
INTEREST RATE	7.75 %
LOAN TERMS	5
ANNUAL DEBT SERVICE	\$126,583
LOAN TO VALUE	70 %
AMORTIZATION PERIOD	25 Years

DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
2022 Population	1,321	2,266	2,552
2022 Median HH Income	\$28,930	\$31,771	\$30,859
2022 Average HH Income	\$60,750	\$67,708	\$65,060



About the Opportunity

- RV/Mobil Home Park The National Companies are in the process of building-Starbucks, Black Bear Diner and Flag Motel. The park sits directly across from Dollar Store. Lovely community park. Pattie's RV and Propane is a multifaceted business and 2.05 acre property right on the main street of quirky Quartzsite Arizona: RV and ATV capitol, home to the Soronah desert and Arizona Peace trails. Over 1 million tourists visit every year, including a large population of snow birds coming from northern America.

- Propane Business: Pumping anywhere from 130,000 to 200,000 gallons of propane, patty has two lanes, two pumps, 1 large tank and lots of propane bottles/inventory. (2021- 136k gallons, 2022- 185k gallons)

Food Area: A newly vacant fully commercial commissary and restaurant (approx 250 sqft) and outside up front food court area vibes (50 amp hook up)

- Commercial Building: (approx 1507 sqft) Divided into three areas The Water Queue, vacant retail and a laundromat.

The Water Queue(1): 750 sqft, beautiful brand new water store on a 5 year commercial lease with increases yearly and 5 year renewal option. Currently paying \$1100 a month plus utilities.

Occupied Retail(2): approx 500-650 sqft Currently occupied with new Tenant \$1,000 per month

Laundromat(3): approx 200-250 sqft all commercial new speedqueens 4 washers, 3 dryers (vending machines included)

- Main House: approx 1200 sqft private 2 bedroom one bath home, now being used as managers house/office (has major live/work and air b&b potential)

Apartment A&B: Two studio apartments, more like motel/hotel rooms, previously renting at \$500 a month each they are attached the main home but very separate. (major motel income potential plus air b&b)

RV park: 36 trailer units with 50 amps sites, 32 are owned and rented at \$400-\$550 a month, 4 not owned rented at \$250 a month.

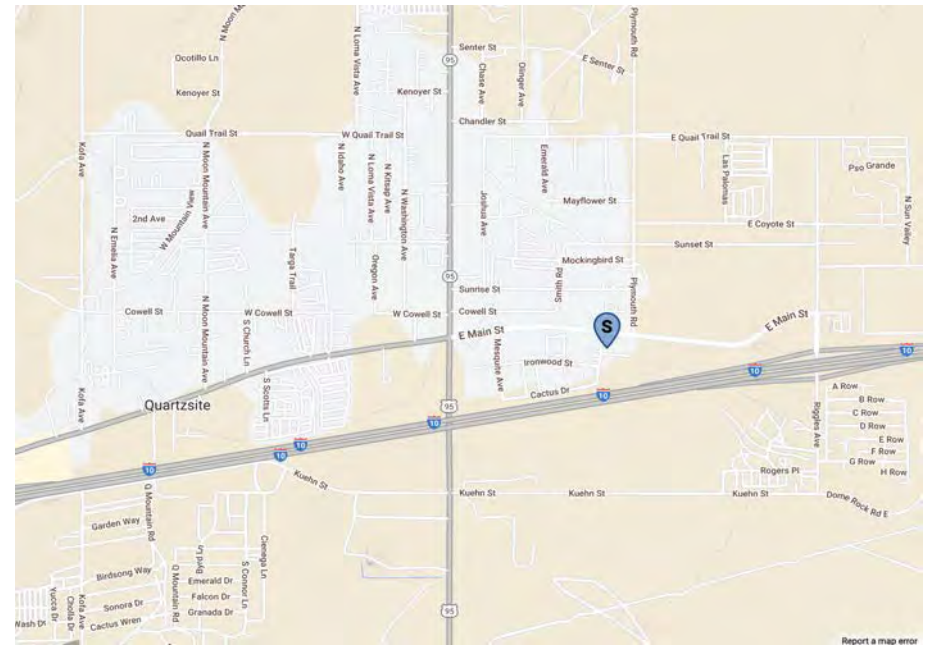


Location

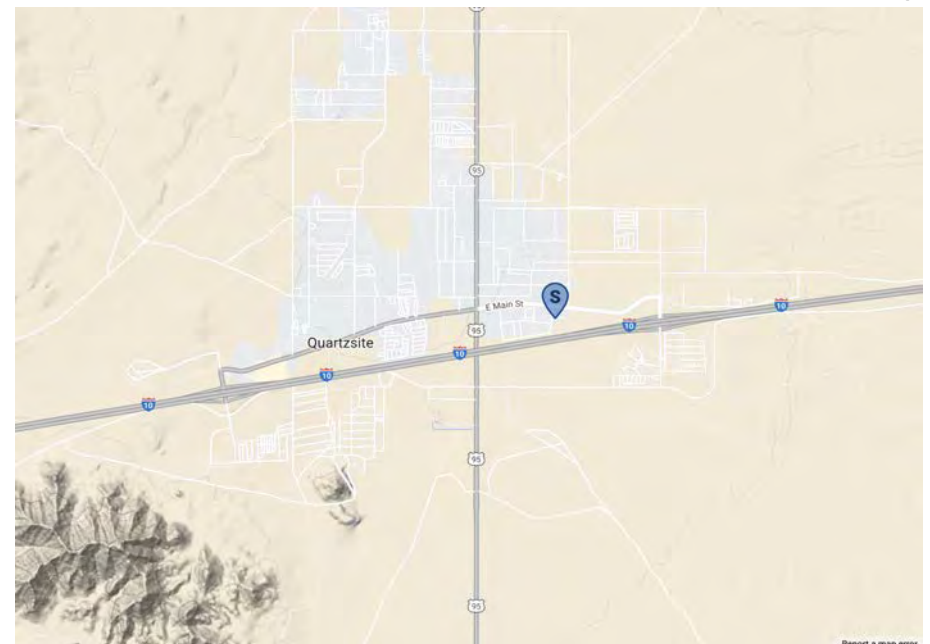
- Quartzsite is a small town located in La Paz County, Arizona, USA. Situated in the southwestern part of the state, it is nestled between the cities of Phoenix and Yuma. The town is known for its unique and desert-centric lifestyle, making it a popular destination for winter visitors, snowbirds, and outdoor enthusiasts.
- ****Geography and Climate:****
Quartzsite is characterized by its arid desert landscape, with the Sonoran Desert stretching across the region. The town's location near the Colorado River contributes to its desert climate, characterized by hot summers and mild winters. Summer temperatures can soar well above 100 degrees Fahrenheit, while winters are relatively mild, making it an attractive spot for those seeking warmer temperatures during the colder months.
- ****Population:****
As of my last knowledge update in September 2021, Quartzsite's population was around 3,000 residents. However, during the winter season, the population can dramatically increase due to the influx of snowbirds and visitors who come to escape colder climates.
- ****Tourism and Attractions:****
Quartzsite has gained popularity as a mecca for rock hounds, gem enthusiasts, and RVers. The town hosts one of the largest gem and mineral shows in the world, attracting thousands of visitors annually. The Quartzsite Gem and Mineral Shows take place during January and February and feature numerous vendors selling everything from gemstones and minerals to fossils and jewelry.

Another major attraction in the area is the BLM (Bureau of Land Management) land surrounding Quartzsite. This vast expanse of public land offers ample opportunities for boondocking and camping, making it a favorite spot for RV travelers and desert campers. Outdoor activities such as hiking, off-roading, and stargazing are also popular in this region.

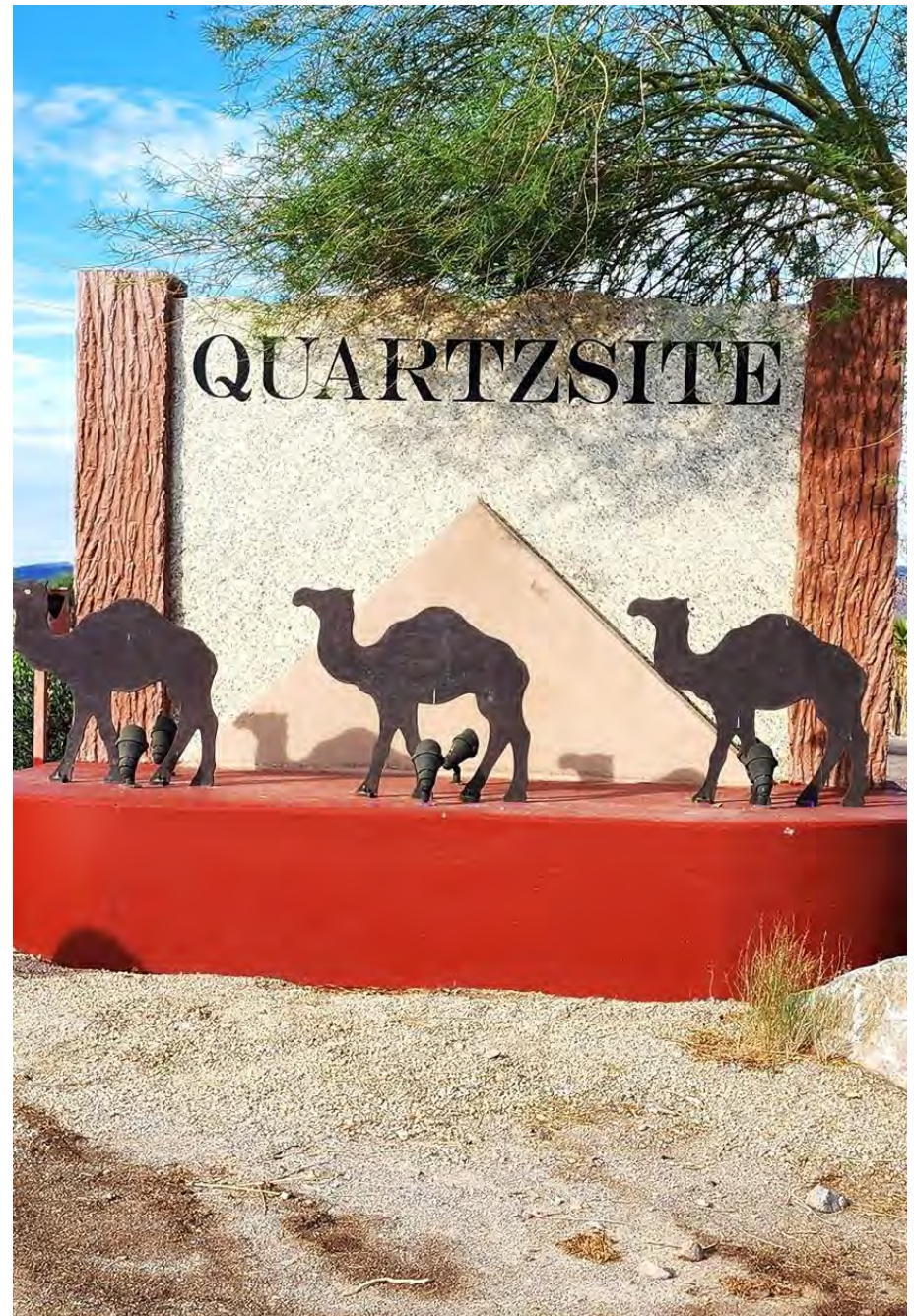
Regional Map



Locator Map



- ****Community and Events:****
Quartzsite is known for its tight-knit community of year-round residents and winter visitors. Throughout the year, the town hosts various events and festivals, including the Quartzsite Sports, Vacation & RV Show, the Annual QIA PowWow Gem & Mineral Show, and the Tyson Wells Rock & Gem Show. These events bring people from all over the country together to celebrate shared interests and enjoy the desert lifestyle.
- ****Services and Amenities:****
Despite its small size, Quartzsite offers essential services and amenities to accommodate residents and visitors. There are grocery stores, gas stations, restaurants, RV parks, and other necessary facilities. During the peak winter season, additional vendors and services pop up to cater to the influx of visitors.
- ****Conclusion:****
Quartzsite, AZ, is a unique and vibrant desert town that attracts visitors with its gem shows, desert camping opportunities, and welcoming community. Its remote location and desert surroundings offer a tranquil escape from city life and draw nature enthusiasts and RV travelers seeking a taste of the desert lifestyle. Whether you're interested in rocks and gems, outdoor activities, or simply want to experience life in the arid Southwest, Quartzsite has something to offer to everyone.





02

Property Description

Property Features

Aerial Map

GLOBAL

NUMBER OF UNITS	43
BUILDING SF	4,157
LAND SF	89,298
LAND ACRES	2.05
# OF PARCELS	1
YEAR BUILT	1964
LOCATION CLASS	B
BUILDING CLASS	B
TOPOGRAPHY	Flat
NUMBER OF BUILDINGS	4
NUMBER OF STORIES	1
LOT DIMENSION	Irregular
NUMBER OF INGRESSES	5
NUMBER OF EGRESSSES	5

MULTI-FAMILY VITALS

NUMBER OF PARKING SPACES	60
WASHER/DRYER	Onsite Laundry
NUMBER OF UNITS	37
CURRENT OCCUPANCY	100.00 %

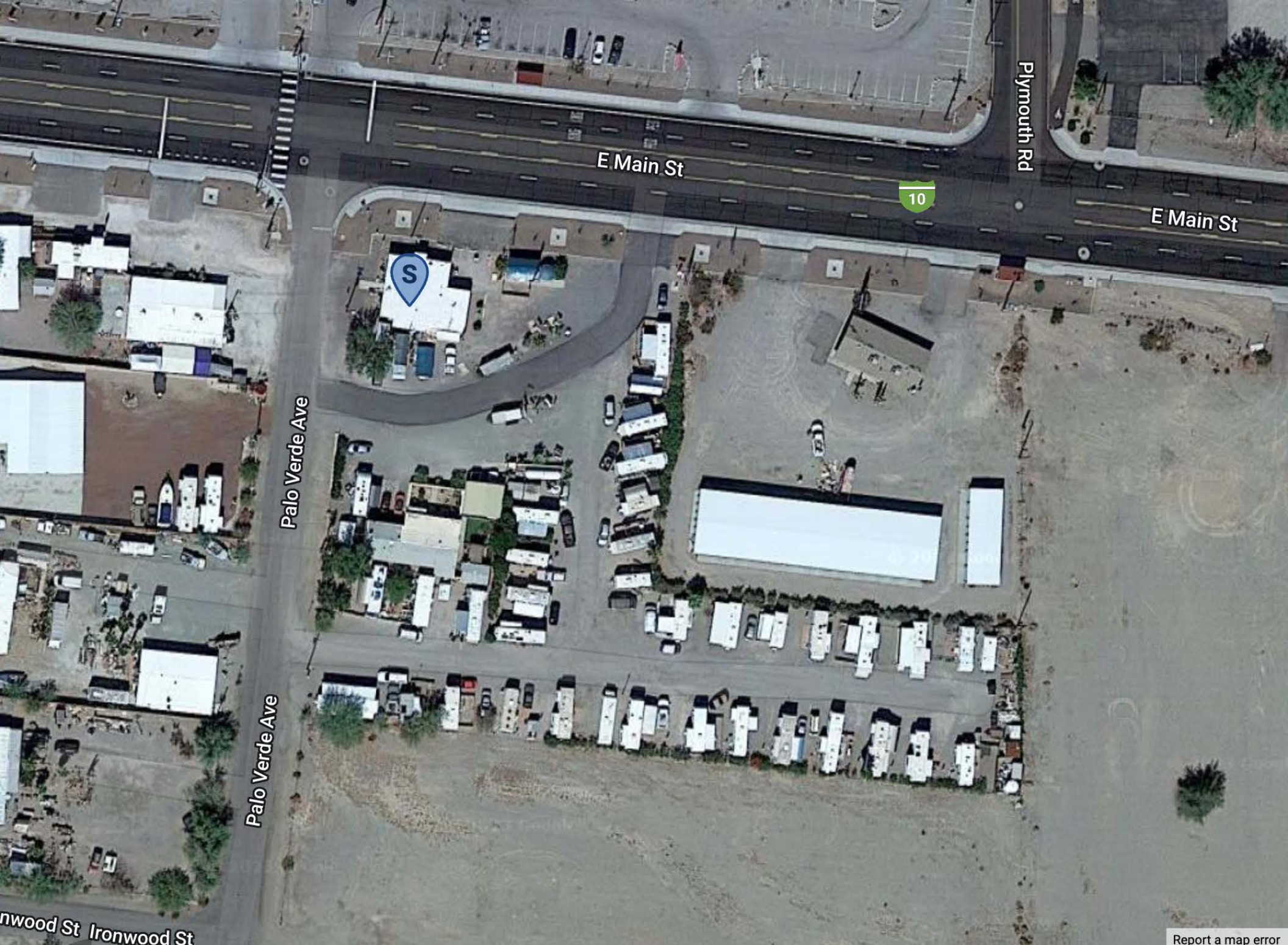
COMMERCIAL VITALS

NUMBER OF UNITS	3
CURRENT OCCUPANCY	100.00 %
HVAC	Individual

CONSTRUCTION

FOUNDATION	Block
FRAMING	Wood
PARKING SURFACE	Gravel
LANDSCAPING	Desert





E Main St

Plymouth Rd

E Main St

Palo Verde Ave

Palo Verde Ave

Ironwood St



[Report a map error](#)



03

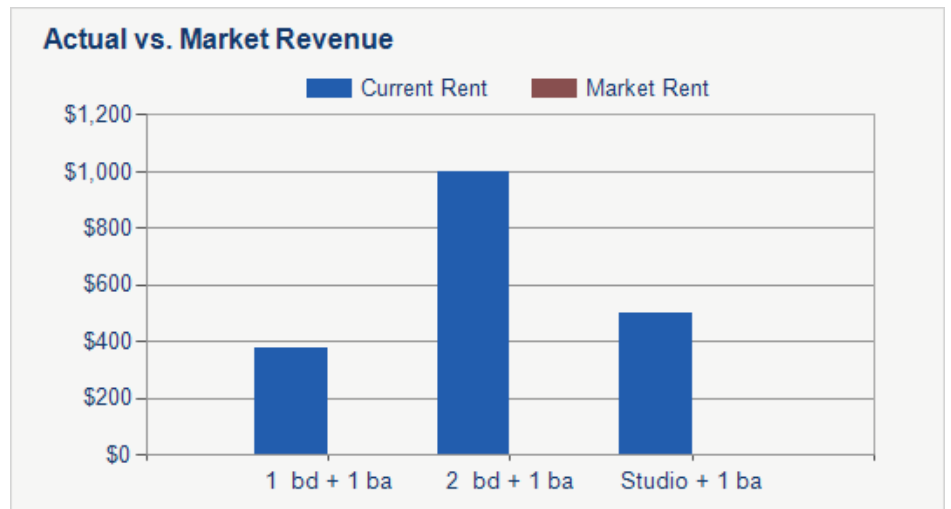
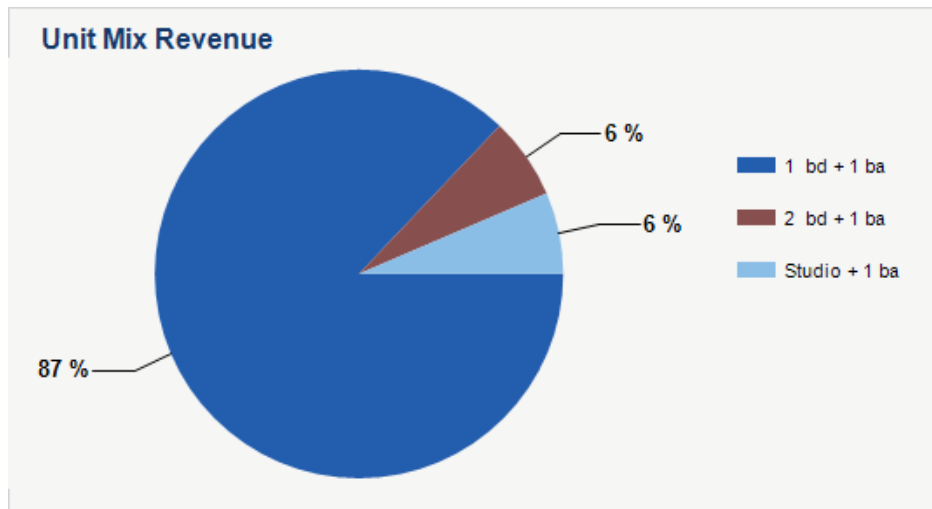
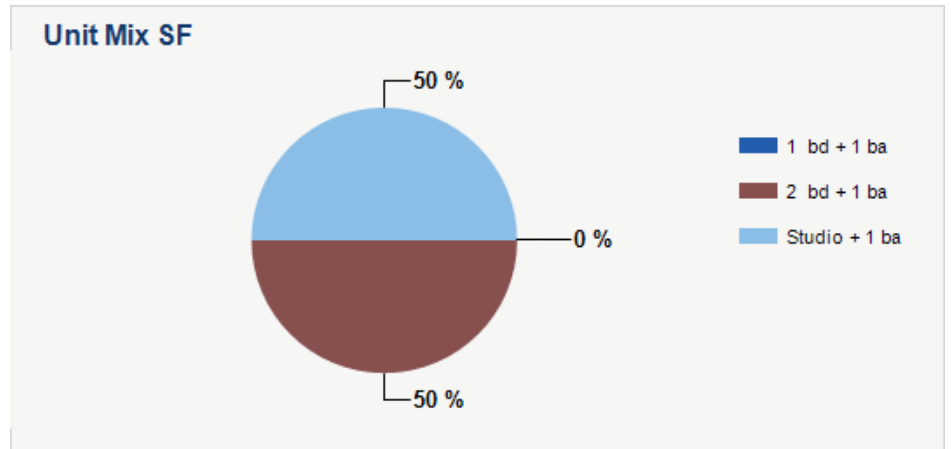
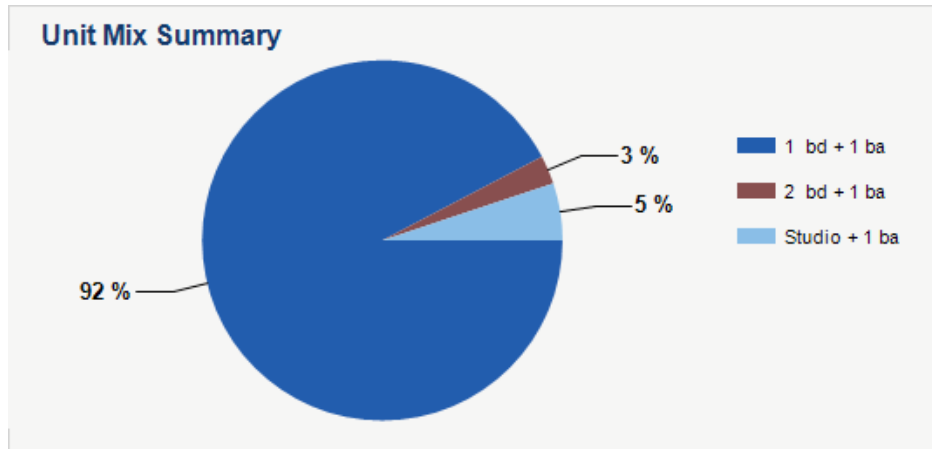
Rent Roll

Multi-Family Unit Mix

Rent Roll

Lease Expiration

Unit Mix	# Units	Square Feet	Current Rent	Rent PSF	Monthly Income
1 bd + 1 ba	36		\$200 - \$550		\$13,500
2 bd + 1 ba	1	1,200	\$1,000	\$0.83	\$1,000
Studio + 1 ba	2	600	\$500	\$0.83	\$1,000
Totals/Averages	39	62	\$397	\$0.83	\$15,500

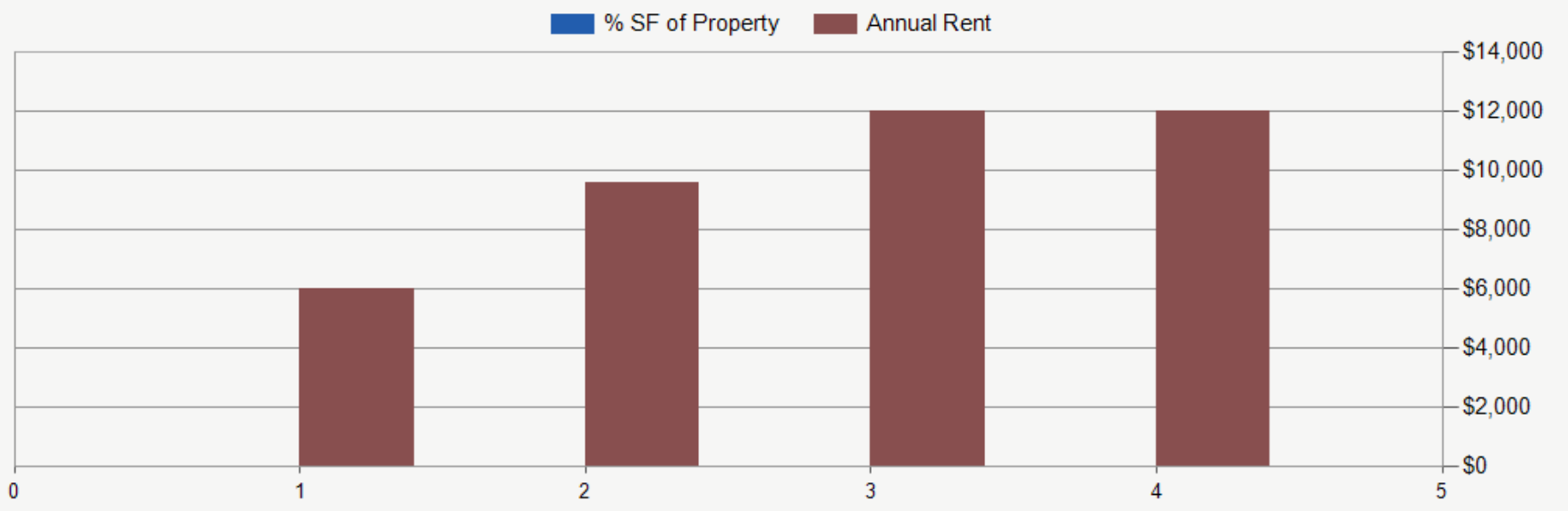


COMMERCIAL

Tenant Name	Square Feet	% of NRA	Lease Start	Lease End	Begin Date	Monthly	PSF	Annual	PSF	Lease Type	Options/Notes
Smoothie Shop						\$500		\$6,000			
Food Cart						\$800		\$9,600			
Laundromat						\$1,000		\$12,000			
Water Shop						\$1,000		\$12,000			
Totals	0							\$0			



Tenant SF Analysis





04

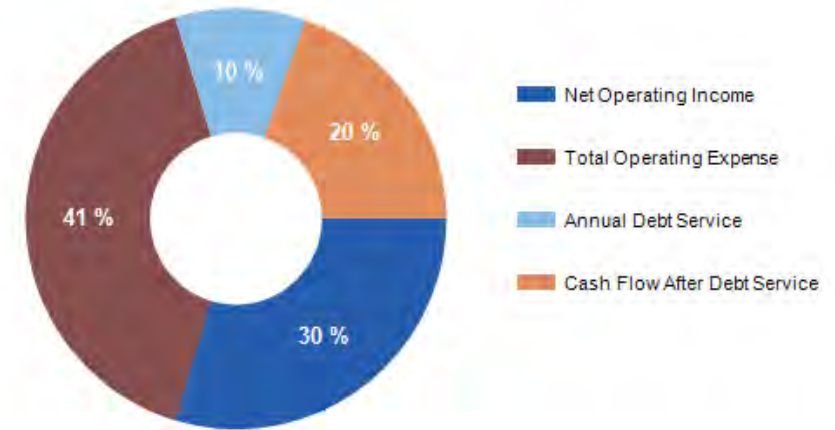
Financial Analysis

- Income & Expense Analysis
- Multi-Year Cash Flow Assumptions
- Cash Flow Analysis
- Financial Metrics

REVENUE ALLOCATION

CURRENT

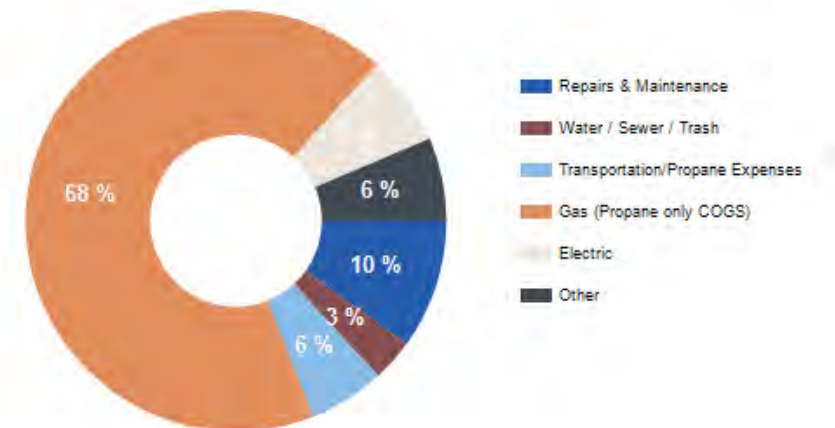
INCOME	CURRENT
Multi-Family Rental Income	\$199,740
Water Store Rental Income	\$13,200
Restaurant Rental Income	\$12,000
Smoothie Shop Rental Income	\$6,000
RUBS	\$26,812
Propane Income	\$624,845
Laundry Income	\$11,500
Snack Machine Income	\$1,200
Gross Potential Income	\$895,297
Vacancy & Collection Loss	-\$6,388
Effective Gross Income	\$888,909
Less Expenses	\$514,187
Net Operating Income	\$374,722
Annual Debt Service	\$126,583
Cash flow	\$248,138
Debt Coverage Ratio	2.96



EXPENSES	CURRENT
Real Estate Taxes	\$3,589
Insurance	\$4,046
Repairs & Maintenance	\$51,158
Water / Sewer / Trash	\$16,653
Transportation/Propane Expenses	\$29,984
Gas (Propane only COGS)	\$347,924
RV Park Expenses/Maintenance	\$10,276
Laundry Expenses/Maintenance	\$2,308
Electric	\$35,600
Internet/Cable/Phone	\$8,899
Marketing & Website	\$3,750
Total Operating Expense	\$514,187
Annual Debt Service	\$126,583
Expense / SF	\$123.69
% of EGI	57.84 %

DISTRIBUTION OF EXPENSES

CURRENT



GLOBAL

Price	\$1,995,000
Analysis Period	5 year(s)

INCOME - Growth Rates

Multi-Family Rental Income	3.00 %
Water Store Rental Income	3.00 %
Restaurant Rental Income	3.00 %
Smoothie Shop Rental Income	3.00 %
RUBS	3.00 %
Propane Income	1.50 %
Laundry Income	1.50 %
Snack Machine Income	0.50 %

EXPENSES - Growth Rates

Real Estate Taxes	1.50 %
Insurance	1.50 %
Repairs & Maintenance	1.50 %
Water / Sewer / Trash	1.50 %
Transportation/Propane Expenses	1.50 %
Gas (Propane only COGS)	1.50 %
RV Park Expenses/Maintenance	1.50 %
Laundry Expenses/Maintenance	1.50 %
Electric	1.50 %
Internet/Cable/Phone	1.50 %
Marketing & Website	1.50 %

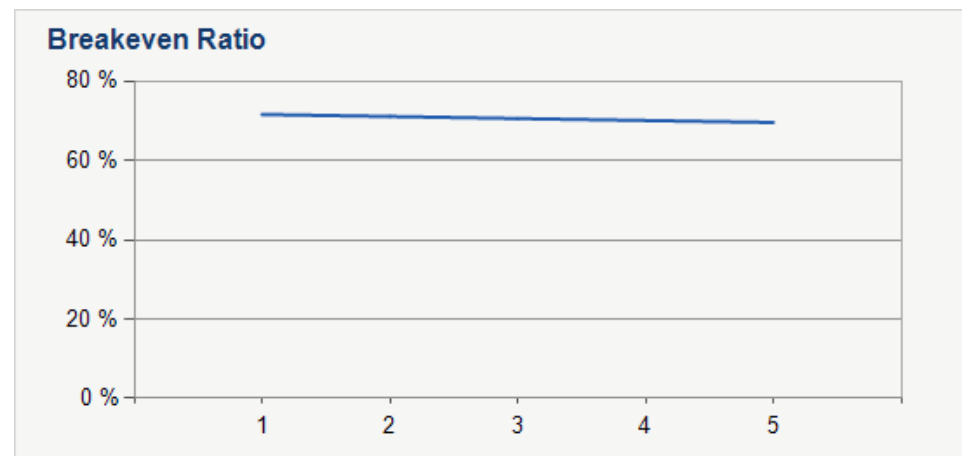
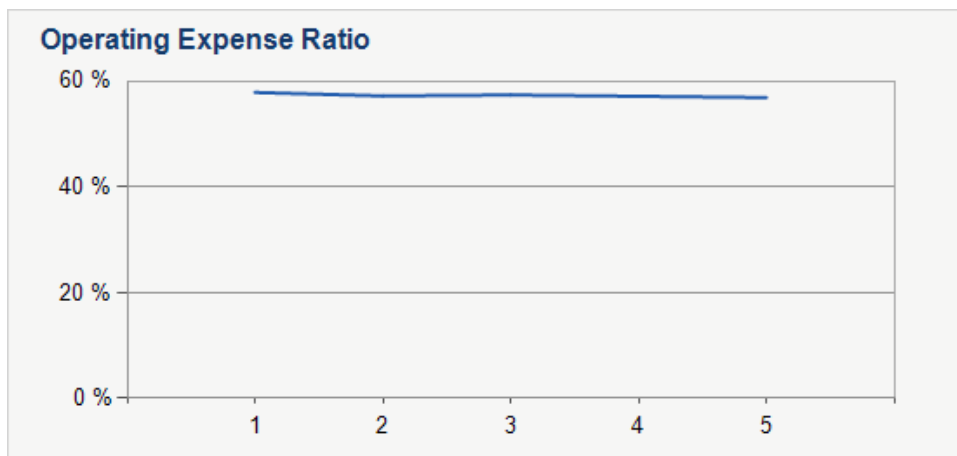
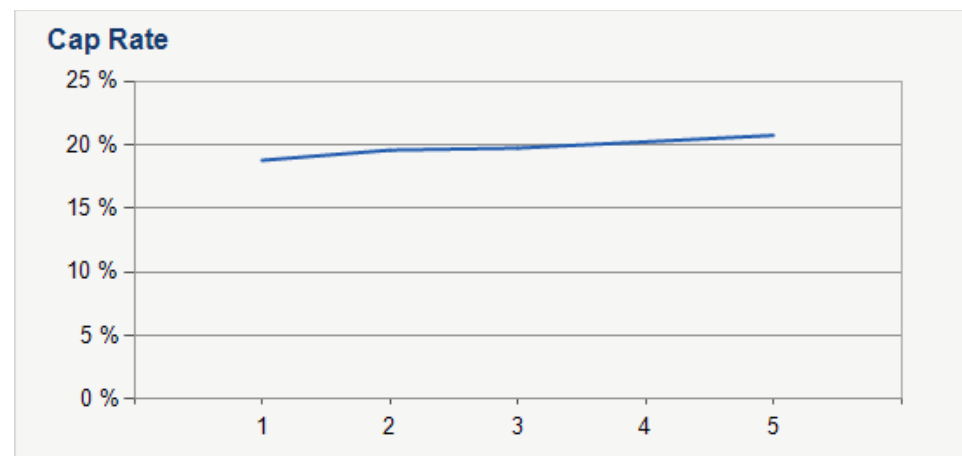
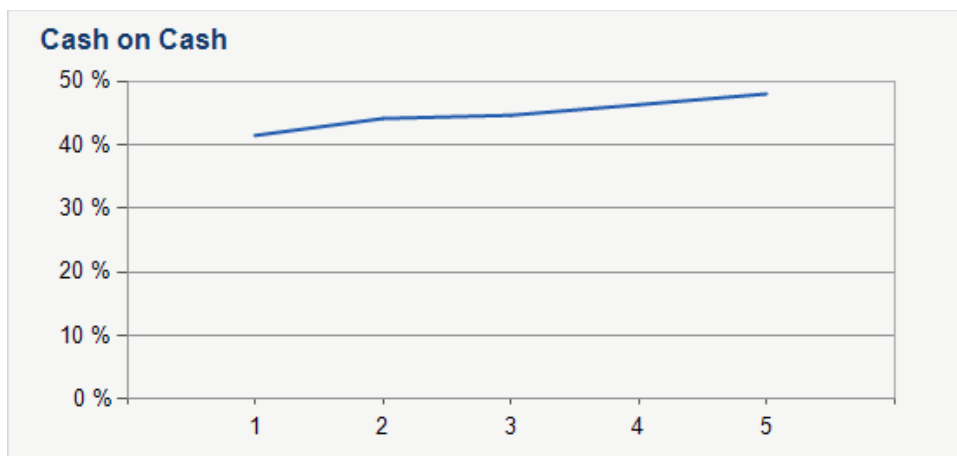
PROPOSED FINANCING

Commercial Financing	
Loan Type	Amortized
Down Payment	\$598,500
Loan Amount	\$1,396,500
Interest Rate	7.75 %
Loan Terms	5
Annual Debt Service	\$126,583
Loan to Value	70 %
Amortization Period	25 Years



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6
Gross Revenue						
Multi-Family Rental Income	\$199,740	\$205,732	\$211,904	\$218,261	\$224,809	\$231,553
Water Store Rental Income	\$13,200	\$13,596	\$14,004	\$14,424	\$14,857	\$15,302
Restaurant Rental Income	\$12,000	\$12,360	\$12,731	\$13,113	\$13,506	\$13,911
Smoothie Shop Rental Income	\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956
RUBS	\$26,812	\$27,616	\$28,445	\$29,298	\$30,177	\$31,082
Propane Income	\$624,845	\$634,218	\$643,731	\$653,387	\$663,188	\$673,136
Laundry Income	\$11,500	\$11,673	\$11,848	\$12,025	\$12,206	\$12,389
Snack Machine Income	\$1,200	\$1,206	\$1,212	\$1,218	\$1,224	\$1,230
Gross Potential Income	\$895,297	\$912,581	\$930,240	\$948,283	\$966,720	\$985,560
Vacancy & Collection Loss	-\$6,388	\$0	-\$6,777	-\$6,981	-\$7,190	-\$7,406
Effective Gross Income	\$888,909	\$912,581	\$923,462	\$941,302	\$959,530	\$978,154
Operating Expenses						
Real Estate Taxes	\$3,589	\$3,643	\$3,697	\$3,753	\$3,809	\$3,866
Insurance	\$4,046	\$4,107	\$4,168	\$4,231	\$4,294	\$4,359
Repairs & Maintenance	\$51,158	\$51,925	\$52,704	\$53,495	\$54,297	\$55,112
Water / Sewer / Trash	\$16,653	\$16,903	\$17,156	\$17,414	\$17,675	\$17,940
Transportation/Propane Expenses	\$29,984	\$30,434	\$30,890	\$31,354	\$31,824	\$32,301
Gas (Propane only COGS)	\$347,924	\$353,143	\$358,440	\$363,817	\$369,274	\$374,813
RV Park Expenses/Maintenance	\$10,276	\$10,430	\$10,587	\$10,745	\$10,907	\$11,070
Laundry Expenses/Maintenance	\$2,308	\$2,343	\$2,378	\$2,413	\$2,450	\$2,486
Electric	\$35,600	\$36,134	\$36,676	\$37,226	\$37,785	\$38,351
Internet/Cable/Phone	\$8,899	\$9,032	\$9,168	\$9,305	\$9,445	\$9,587
Marketing & Website	\$3,750	\$3,806	\$3,863	\$3,921	\$3,980	\$4,040
Total Operating Expense	\$514,187	\$521,900	\$529,728	\$537,674	\$545,739	\$553,925
Net Operating Income	\$374,722	\$390,681	\$393,734	\$403,628	\$413,790	\$424,229
Annual Debt Service	\$126,583	\$126,583	\$126,583	\$126,583	\$126,583	\$126,583
Cash Flow	\$248,138	\$264,098	\$267,151	\$277,045	\$287,207	\$297,645

Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6
Cash on Cash Return b/t	41.46 %	44.13 %	44.64 %	46.29 %	47.99 %	49.73 %
CAP Rate	18.78 %	19.58 %	19.74 %	20.23 %	20.74 %	21.26 %
Debt Coverage Ratio	2.96	3.09	3.11	3.19	3.27	3.35
Operating Expense Ratio	57.84 %	57.18 %	57.36 %	57.12 %	56.87 %	56.62 %
Gross Multiplier (GRM)	2.23	2.19	2.14	2.10	2.06	2.02
Loan to Value	69.99 %	69.04 %	68.05 %	66.92 %	65.73 %	64.43 %
Breakeven Ratio	71.57 %	71.06 %	70.55 %	70.05 %	69.55 %	69.05 %
Price / SF	\$479.91	\$479.91	\$479.91	\$479.91	\$479.91	\$479.91
Price / Unit	\$46,395	\$46,395	\$46,395	\$46,395	\$46,395	\$46,395
Income / SF	\$213.83	\$219.52	\$222.14	\$226.43	\$230.82	\$235.30
Expense / SF	\$123.69	\$125.54	\$127.43	\$129.34	\$131.28	\$133.25





05

Demographics

Demographics

Demographic Charts

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	1,705	3,420	3,675
2010 Population	1,839	3,599	4,214
2022 Population	1,321	2,266	2,552
2027 Population	1,268	2,176	2,448
2022 African American	10	13	13
2022 American Indian	18	26	27
2022 Asian	2	3	4
2022 Hispanic	125	212	224
2022 Other Race	52	90	96
2022 White	1,130	1,943	2,216
2022 Multiracial	108	189	194
2022-2027: Population: Growth Rate	-4.10 %	-4.05 %	-4.15 %

2022 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	228	358	396
\$15,000-\$24,999	133	220	239
\$25,000-\$34,999	96	148	214
\$35,000-\$49,999	76	131	133
\$50,000-\$74,999	142	254	298
\$75,000-\$99,999	40	75	77
\$100,000-\$149,999	36	69	72
\$150,000-\$199,999	16	24	24
\$200,000 or greater	44	94	98
Median HH Income	\$28,930	\$31,771	\$30,859
Average HH Income	\$60,750	\$67,708	\$65,060

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	1,594	3,196	3,423
2010 Total Households	1,034	1,986	2,303
2022 Total Households	810	1,374	1,550
2027 Total Households	787	1,336	1,507
2022 Average Household Size	1.63	1.64	1.64
2000 Owner Occupied Housing	824	1,680	1,795
2000 Renter Occupied Housing	107	199	208
2022 Owner Occupied Housing	541	958	1,115
2022 Renter Occupied Housing	269	416	435
2022 Vacant Housing	599	1,204	1,522
2022 Total Housing	1,409	2,578	3,072
2027 Owner Occupied Housing	533	945	1,099
2027 Renter Occupied Housing	255	391	408
2027 Vacant Housing	622	1,242	1,565
2027 Total Housing	1,409	2,578	3,072
2022-2027: Households: Growth Rate	-2.85 %	-2.80 %	-2.80 %



Source: esri

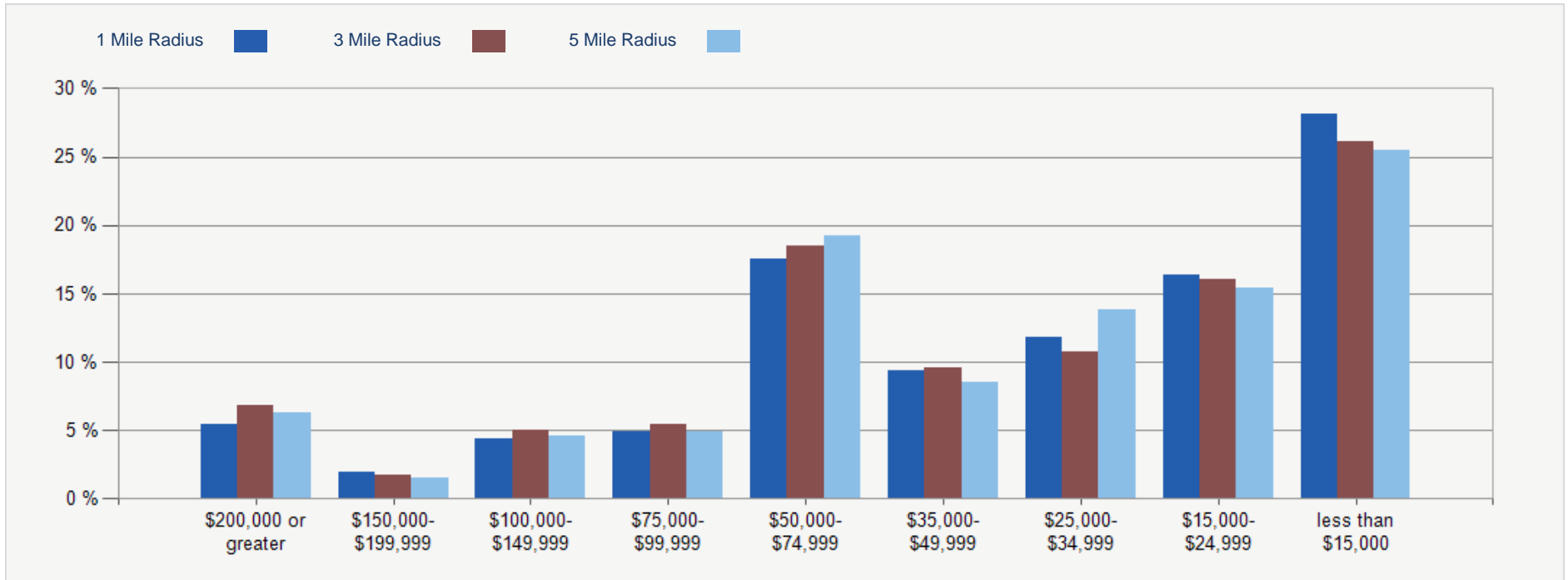
2022 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2022 Population Age 30-34	15	22	24
2022 Population Age 35-39	19	30	33
2022 Population Age 40-44	17	30	34
2022 Population Age 45-49	21	37	42
2022 Population Age 50-54	36	59	64
2022 Population Age 55-59	65	107	118
2022 Population Age 60-64	151	262	292
2022 Population Age 65-69	226	415	475
2022 Population Age 70-74	258	476	548
2022 Population Age 75-79	214	359	410
2022 Population Age 80-84	137	214	235
2022 Population Age 85+	71	111	119
2022 Population Age 18+	1,263	2,172	2,450
2022 Median Age	70	70	70

2022 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$52,838	\$53,673	\$53,129
Average Household Income 25-34	\$85,491	\$81,042	\$79,963
Median Household Income 35-44	\$52,131	\$54,545	\$52,443
Average Household Income 35-44	\$89,487	\$98,080	\$92,031
Median Household Income 45-54	\$31,056	\$41,695	\$35,000
Average Household Income 45-54	\$93,155	\$105,461	\$101,309
Median Household Income 55-64	\$29,383	\$33,770	\$31,863
Average Household Income 55-64	\$72,122	\$80,208	\$77,173
Median Household Income 65-74	\$29,683	\$35,000	\$32,791
Average Household Income 65-74	\$60,395	\$69,772	\$66,442
Average Household Income 75+	\$50,659	\$54,208	\$52,844

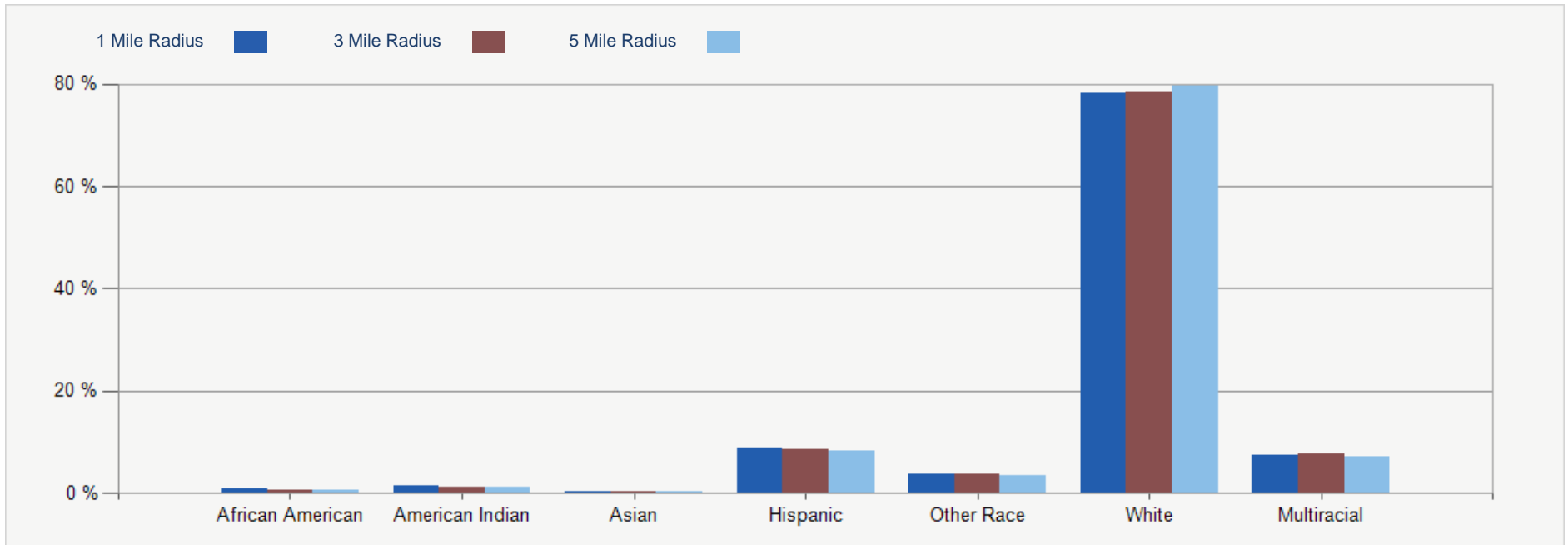
2027 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2027 Population Age 30-34	11	17	19
2027 Population Age 35-39	14	24	27
2027 Population Age 40-44	18	31	35
2027 Population Age 45-49	17	32	37
2027 Population Age 50-54	23	41	46
2027 Population Age 55-59	57	93	102
2027 Population Age 60-64	120	209	233
2027 Population Age 65-69	225	399	451
2027 Population Age 70-74	252	461	529
2027 Population Age 75-79	211	362	417
2027 Population Age 80-84	151	239	264
2027 Population Age 85+	96	144	152
2027 Population Age 18+	1,227	2,103	2,367
2027 Median Age	72	71	71

2027 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$51,345	\$52,519	\$52,444
Average Household Income 25-34	\$55,346	\$55,913	\$56,717
Median Household Income 35-44	\$41,637	\$53,617	\$51,410
Average Household Income 35-44	\$94,901	\$107,207	\$99,728
Median Household Income 45-54	\$32,895	\$41,656	\$35,000
Average Household Income 45-54	\$113,232	\$121,166	\$113,898
Median Household Income 55-64	\$36,299	\$40,065	\$37,842
Average Household Income 55-64	\$86,192	\$95,347	\$91,809
Median Household Income 65-74	\$34,082	\$40,082	\$36,902
Average Household Income 65-74	\$71,692	\$81,820	\$77,730
Average Household Income 75+	\$57,412	\$62,135	\$60,359

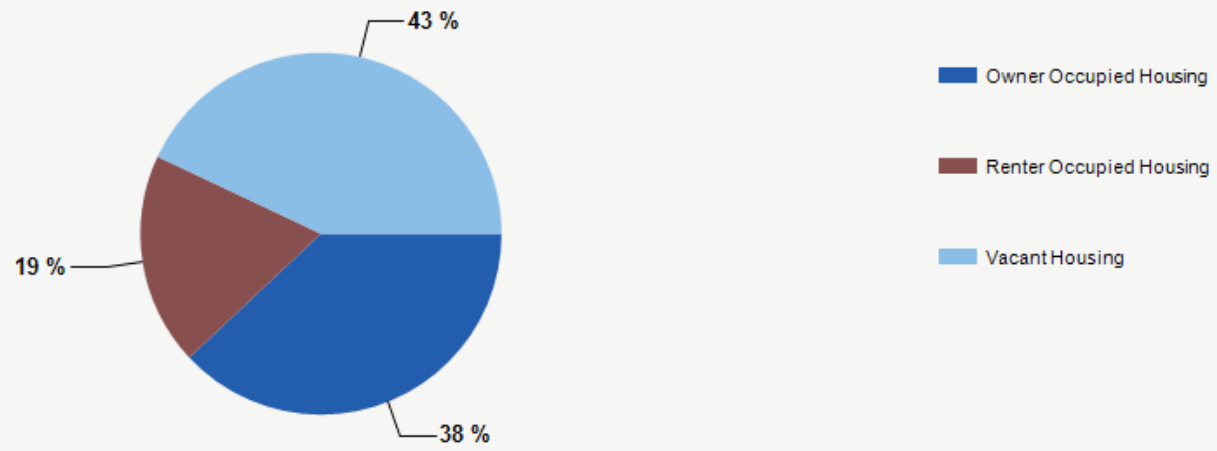
2022 Household Income



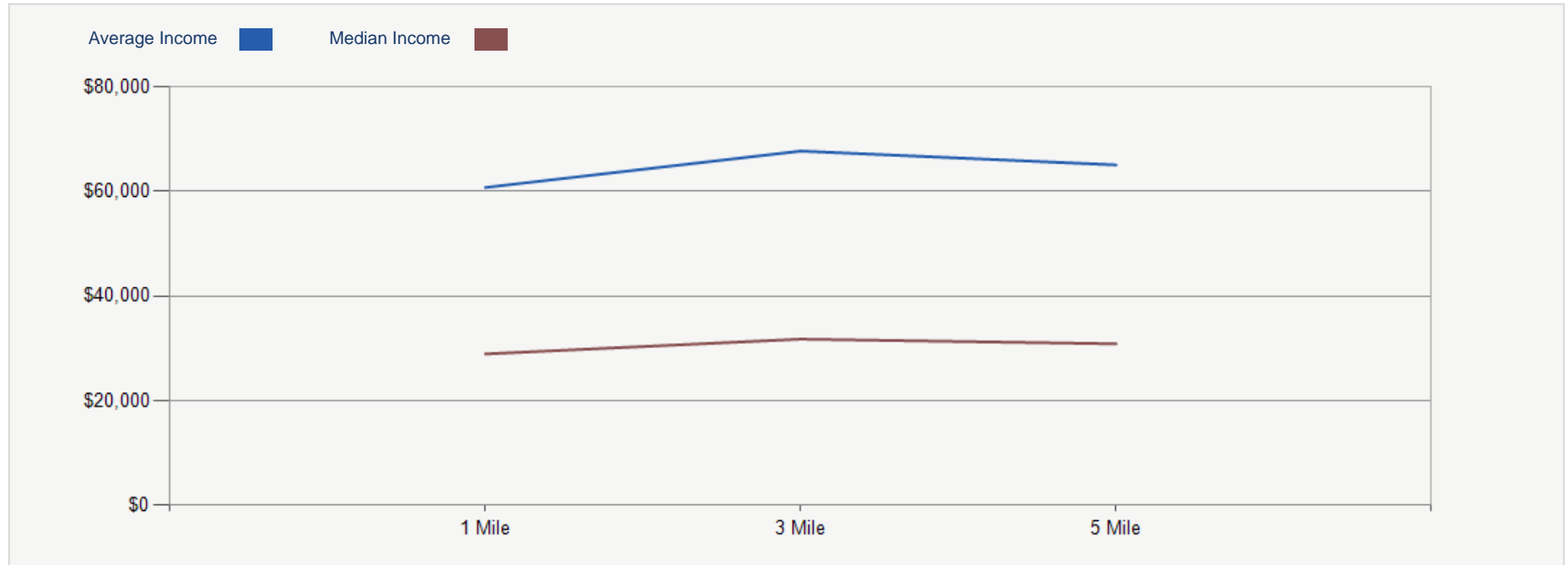
2022 Population by Race



2022 Household Occupancy - 1 Mile Radius



2022 Household Income Average and Median





06

Company Profile

Company Bio

Advisor Profile

At Gerchick Real Estate, we pride ourselves on having the experience and know-how to handle any number of Real Estate Investment products and transactions. Whether you're looking for your first-time Investment or are ready to increase your Portfolio-Gerchick Real Estate's seasoned Advisors will guide you through the decision-making process and ensure your transaction closes quickly and efficiently.

- Investment Planning

As with all successes-it takes considerable planning. Your Goals, Your NEEDS and Your Wants are all elements to success.

- Market Analysis

It is important to understand not only where the Market has been; but where it is going. This takes time and the ability to be connected. We are your feet on the ground.

- Type of Properties

There are many Asset Classes in Real Estate. We are adept at helping you define which type of Investment is right for your needs.

- Portfolio Management

First, we need a clear understanding of your Goals. We will review your entire Portfolio with you to achieve success.

- Repositioning Assets

We are experts in sourcing Value Add Opportunities. We stay in the game – from the acquisition to the rehab. Our role is to assist you in achieving your Goals.



Linda Gerchick

CCIM

Linda is a Broker and a CCIM. A good combination. This would be comparable to a Real Estate Ph.D! And it shows up in everything she does. “Professional and “highly qualified” are two things you will always hear about Linda from those who have worked with her.

And following right behind are the words “Truly dedicated.” This is what everyone declares when they meet Linda. The next thing that is clear and has been said throughout her more than 25 years of experience is that they want to be on Linda’s side of the table, not across from her when she negotiates.

In addition, she is an acclaimed author. Her seminars draw hundreds of attendees. She has spent countless hours preparing a Video Seminar Series for you as an investor!

Her clients become Raving Fans. This happens over and over again because she cares and will work tirelessly to achieve your goals.

And on top of all of this, Linda is a loving Mother, dedicated Partner and a good Friend. We should also mention, she’s now a Grandmother of 2 boys—Will and Dre.

Take a moment and give her a call. As dedicated and busy as she is, she really does answer her phone! And she will call you back, a rare thing in today’s world.

Highly Successful RV/Mobile Home Park

Exclusively Marketed by:

Linda Gerchick
CCIM
(602) 688-9279
linda@justsoldit.com
Lic: BR114848000



www.justsoldit.com

powered by CREOP