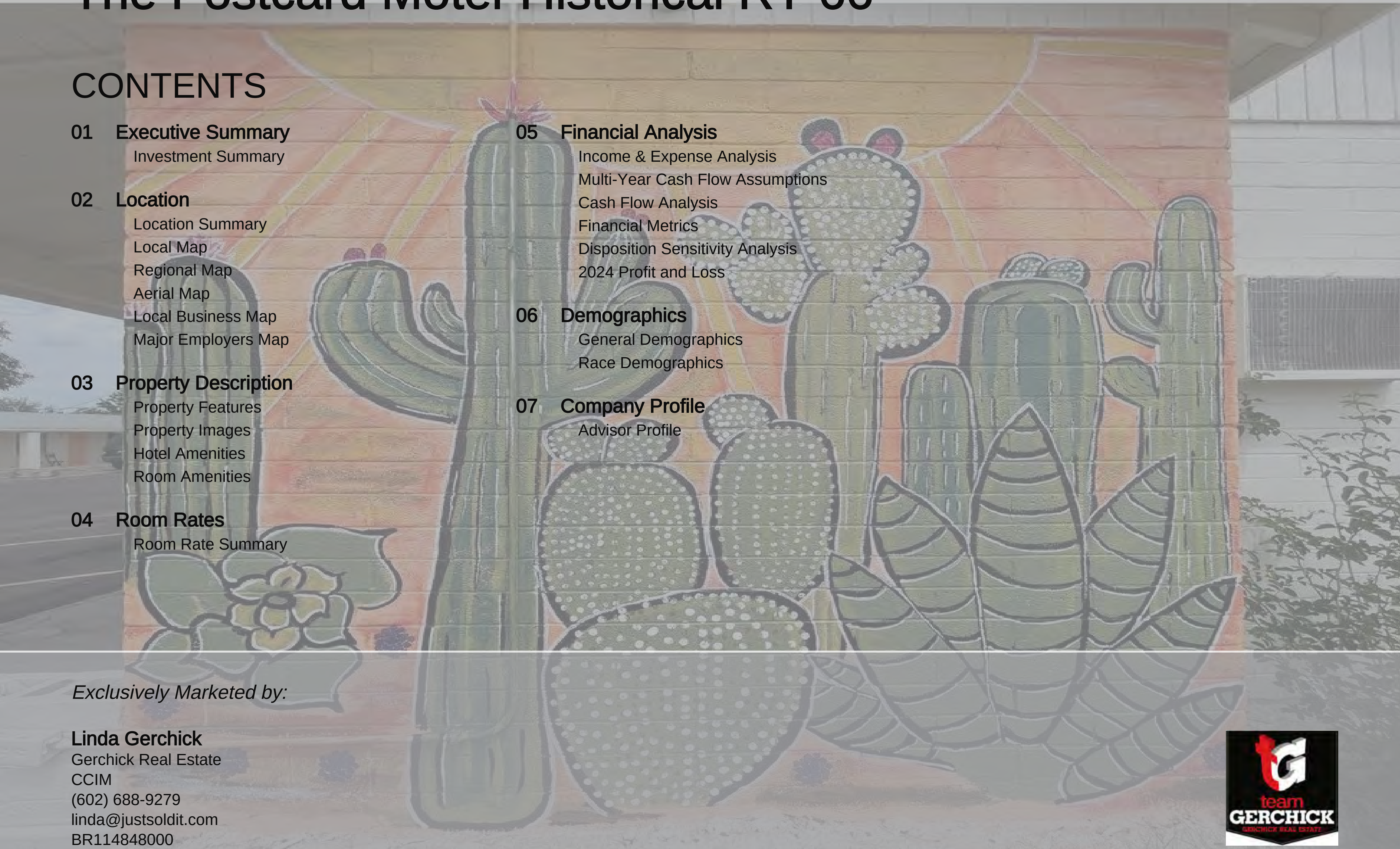
The Postcard Motel-Historical RT 66

OFFERING MEMORANDUM | 26 KEYS MANAGER ONSITE-SELLER CARRY!

22430 W Old Hwy 66
Seligman, AZ 86337

The Postcard Motel-Historical RT 66



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THE POSTCARD MOTEL-HISTORICAL RT 66

OFFERING SUMMARY

ADDRESS	22430 W Old Hwy 66 Seligman AZ 86337
COUNTY	Yavapai
MARKET	Northern Arizona
SUBMARKET	Historic RT 66
BUILDING SF	3,800 SF
LAND ACRES	0.332
TOTAL ROOMS	26
LAND SF	14,455 SF
YEAR BUILT	1964
YEAR RENOVATED	2022
APN	301-26-1505
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	$1,550,000
PRICE PER KEY	$59,615
PRICE PSF	$407.89
NOI (Actual)	$76,276
NOI (Leveled)	$164,044
RRM (Actual)	6.50
RRM (Leveled)	4.84
CAP RATE (Actual)	4.92%
CAP RATE (Leveled)	10.18%
CASH ON CASH (Actual)	4.36%
CASH ON CASH (Leveled)	21.89%
REV PAR (Actual)	$25
REV PAR (Leveled)	$34

PROPOSED FINANCING

Seller Carry	
LOAN TYPE	Interest Only
DOWN PAYMENT	$430,000
LOAN AMOUNT	$1,120,000
INTEREST RATE	5.00%
LOAN TERMS	5 year call
ANNUAL DEBT SERVICE	$56,000
LOAN TO VALUE	72%

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2024 Population	405	481	587
2024 Median HH Income	$56,901	$57,060	$57,070
2024 Average HH Income	$70,156	$70,156	$70,156

PROPERTY VIDEO

About the Motel

- Boutique hotel located on the Historic Route 66 in Seligman, Arizona. The Postcard Motel in Seligman, Arizona, is a charming roadside destination that embodies the nostalgic spirit of Route 66. Located in the heart of this historic town, the motel offers a cozy and authentic stay for travelers journeying along one of America’s most famous highways. Located just a half hour from the Grand Canyon Taverns and one and a half hours from the Grand Canyon South Rim. Seligman is not only the birthplace of Historic Rt 66, but also the town that inspired Radiator Springs in the movie, Cars.

  The motel offers comfortable rooms with essential amenities, perfect for those wanting to step back in time without sacrificing convenience. Whether you're passing through on a road trip or staying for a few days to explore the nearby attractions, the Postcard Motel is a great base to experience the unique charm of Seligman.

  Nearby, visitors can explore Route 66 landmarks, quirky shops, local diners, and historic sites that pay homage to the golden age of American road travel. Whether you're a history buff, a Route 66 enthusiast, or simply looking for a memorable stop, the Postcard Motel is a great place to rest, recharge, and enjoy the rich history of this iconic stretch of highway.

THE POSTCARD MOTEL-HISTORICAL RT 66

02 Location

Get your Kicks on Rt 66

- Seligman, Arizona, is a charming small town that holds a special place in the history of Route 66, the iconic highway that stretches from Chicago to Santa Monica. Known as the "Heart of Historic Route 66," Seligman has preserved much of its vintage, mid-20th-century atmosphere, making it a popular stop for travelers seeking a glimpse into the past. Located about 75 miles west of Flagstaff, Seligman is a living tribute to the golden age of American road travel.

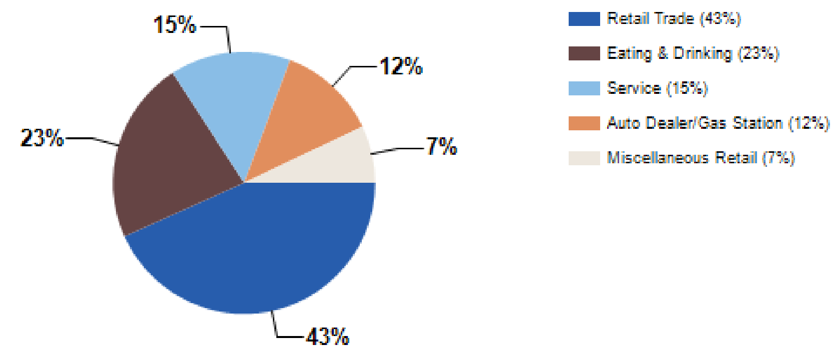
  The town's rich history is deeply tied to Route 66, which passed through Seligman from its opening in 1926 until its decommissioning in 1985. Although the official route no longer runs through the town, Seligman's business community and local landmarks continue to celebrate the historic highway. The town boasts a collection of quirky diners, old-time motels, and retro gift shops that attract tourists looking to experience the nostalgia of a bygone era.

Very interesting area for Antiquing

- One of the town's most famous spots is the **Delgadillo's Snow Cap Drive-In**, a beloved Route 66 landmark that has been serving up burgers and shakes since the 1950s. The colorful diner is known for its playful sense of humor, with quirky signs and staff ready to share jokes with visitors. Seligman also features **The Route 66 Gift Shop**, a must-visit for souvenirs, and the **Historic Seligman Sundries**, where travelers can learn more about the history of the area.

  Seligman is a great place to explore not only for its Route 66 heritage but also for its natural surroundings. Visitors can take a detour to the nearby **Hualapai Mountains** for hiking, camping, and wildlife viewing or enjoy the scenic vistas along the old highway. Whether you're a history enthusiast, a road tripper, or simply looking for a unique place to explore, Seligman offers an authentic slice of American history along the legendary Route 66.

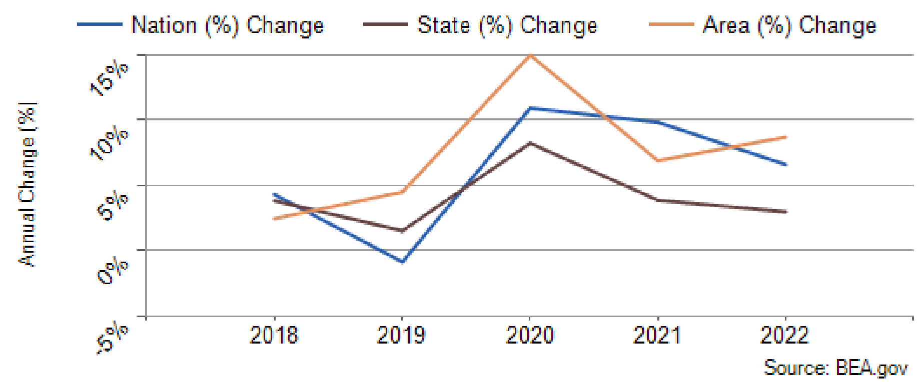
Major Industries by Employee Count

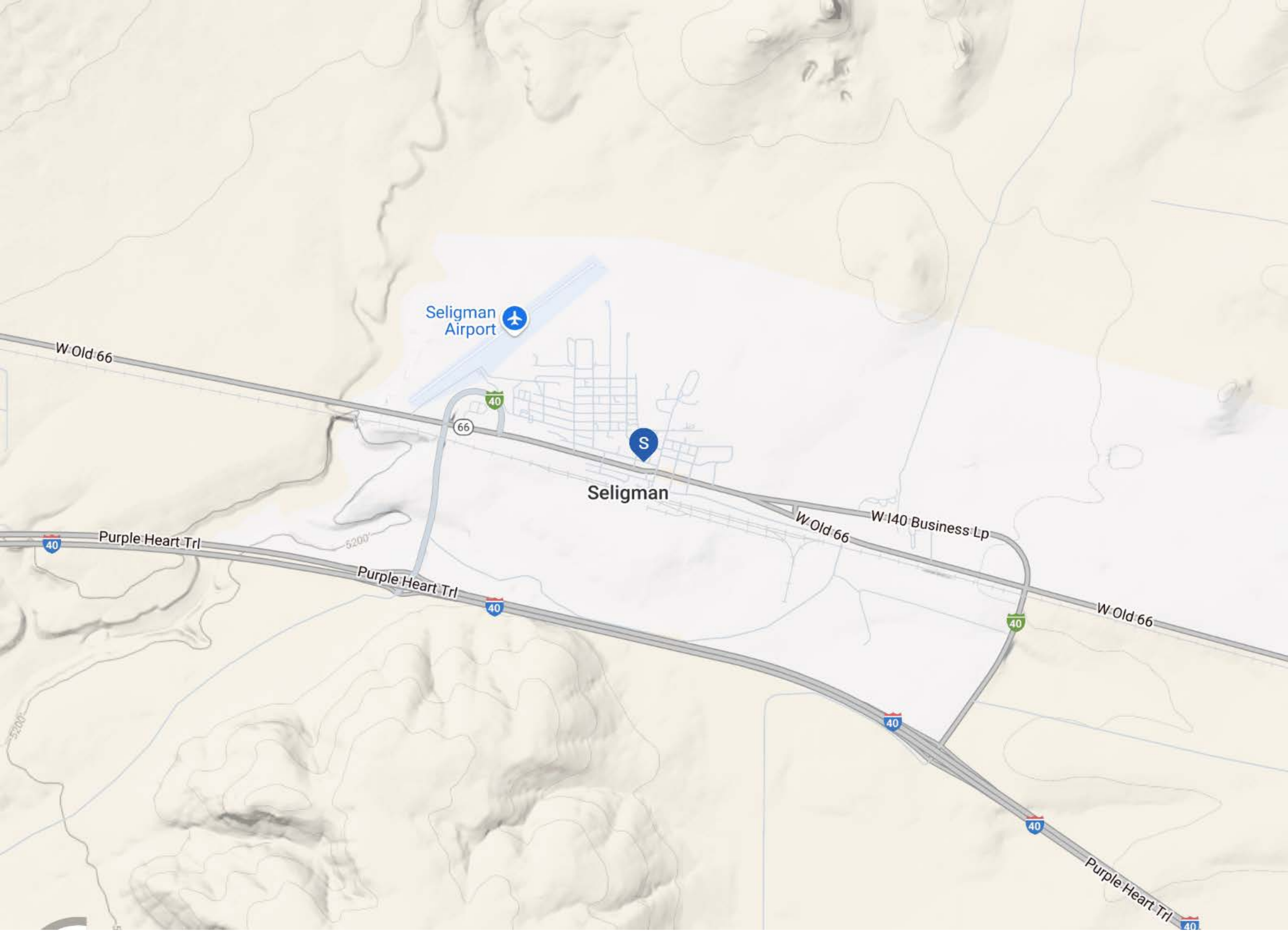


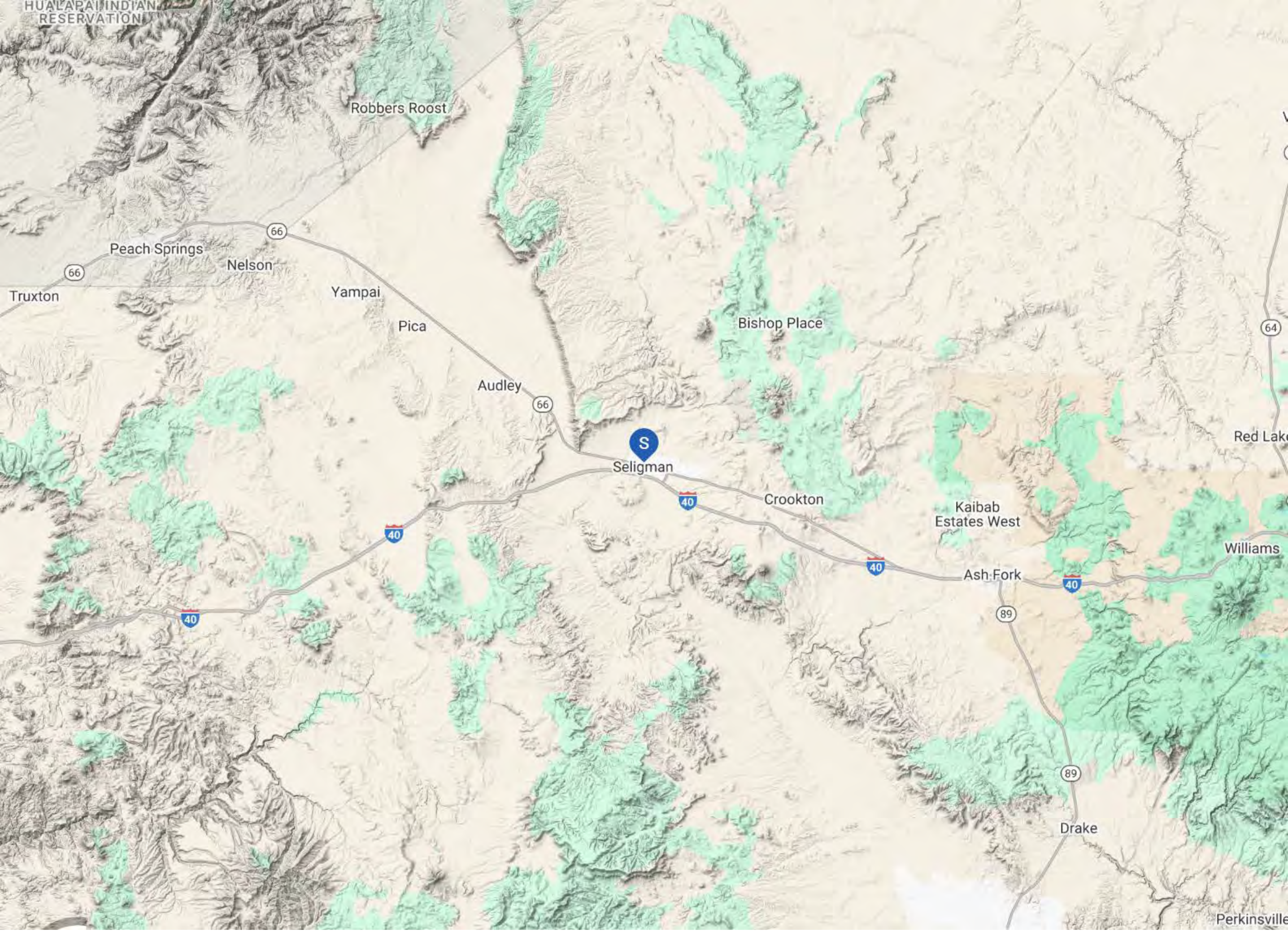
Largest Employers

Yavapai Regional Medical Center	2,094
Yavapai County	1,750
Northern Arizona VA Health Care System	1,300
Yavapai College	1,290
Embry-Riddle Aeronautical University, Prescott	650
Walmart	575
City of Prescott	518
Prescott Unified School District	457

Yavapai County GDP Trend

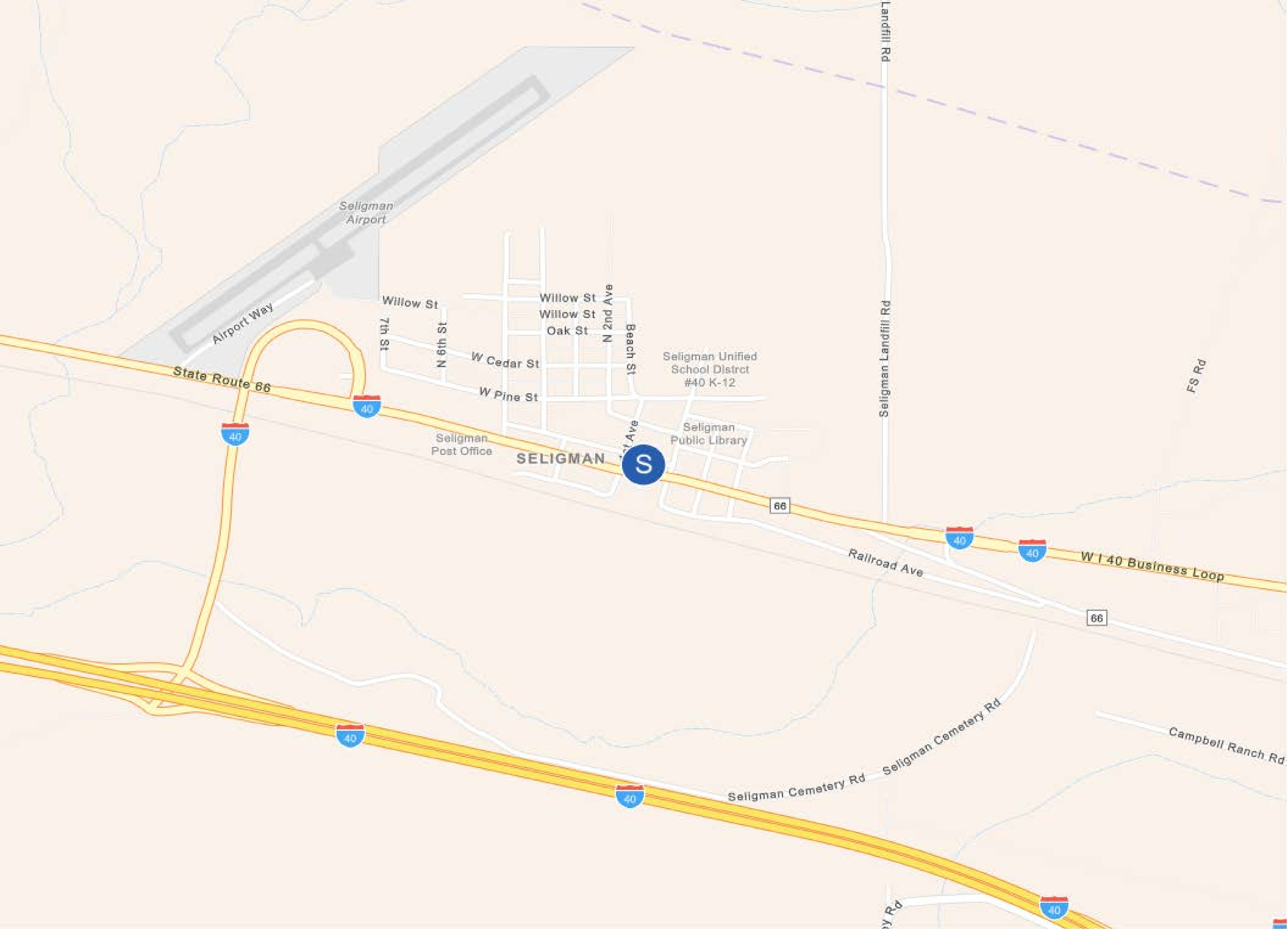


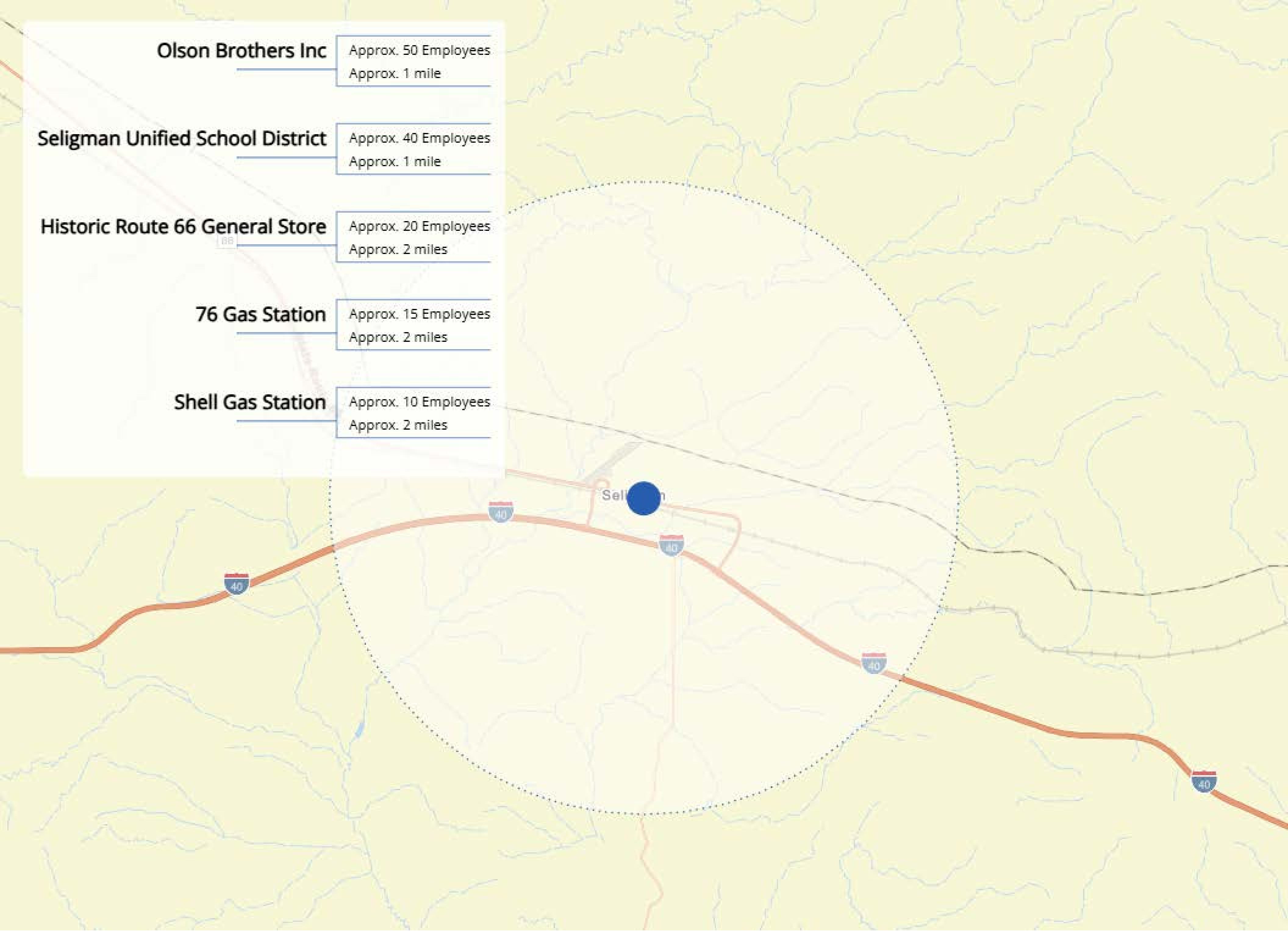

Seligman Airport
W Old 66
66
40
S
Seligman
W I40 Business Lp
W Old 66
Purple Heart Trl
Purple Heart Trl
W Old 66
5200'
Purple Heart Trl



HUALAPAI INDIAN RESERVATION
Robbers Roost
Peach Springs
Nelson
Truxton
Yampai
Pica
Audley
Bishop Place
Seligman
Crookton
Kaibab Estates West
Red Lake
Williams
Ash Fork
Drake
Perkinsville
66
40
89
64
S


Seligman Airport
Willow St
Oak St
6th St
Indian School Rd
4th Ave
3rd St
2nd Ave
40
66
Pine St
Pine St
Pine St
S
Schoney Ave
Picacho St
Seligman
Railroad Ave
W I40 Business Lp
W I40 Business Lp
W Old 66
W Old 66
Crookton Rd
40
40
Purple Heart Trl
Seligman Cemetary Rd
40
Purple Heart Trl
Seligman Cemetary Rd
40


Seligman Airport
Airport Way
State Route 66
Willow St
Willow St
Willow St
Oak St
7th St
N 6th St
W Cedar St
W Pine St
N 2nd Ave
Beach St
Seligman Unified School Distrct #40 K-12
Seligman Public Library
Seligman Post Office
SELIGMAN
S
66
40
Railroad Ave
W I 40 Business Loop
Seligman Landfill Rd
Landfill Rd
FS Rd
Seligman Cemetery Rd
Campbell Ranch Rd


Olson Brothers Inc
Approx. 50 Employees
Approx. 1 mile
Seligman Unified School District
Approx. 40 Employees
Approx. 1 mile
Historic Route 66 General Store
Approx. 20 Employees
Approx. 2 miles
76 Gas Station
Approx. 15 Employees
Approx. 2 miles
Shell Gas Station
Approx. 10 Employees
Approx. 2 miles
40

THE POSTCARD MOTEL-HISTORICAL RT 66

PROPERTY FEATURES

TOTAL ROOMS	26
BUILDING SF	3,800
LAND SF	14,455
LAND ACRES	0.332
YEAR BUILT	1964
YEAR RENOVATED	2022
# OF PARCELS	1
ZONING TYPE	Motel
BUILDING CLASS	B
TOPOGRAPHY	Flat
LOCATION CLASS	B
NUMBER OF STORIES	2
NUMBER OF BUILDINGS	3
NUMBER OF PARKING SPACES	26
NUMBER OF INGRESSES	1
NUMBER OF EGRESSES	1
SUBTERRANEAN PARKING	0
NON SMOKING ROOMS	26

NEIGHBORING PROPERTIES

NORTH	Residential
SOUTH	Retail
EAST	Retail
WEST	Retail

MECHANICAL

HVAC	Window Units
SMOKE ALARMS	Yes
ELECTRICAL / POWER	Master Metered
LIGHTING	Security

CONSTRUCTION

FOUNDATION	Cement
FRAMING	Cement Reinforced or Masonry
EXTERIOR	Painted Block
PARKING SURFACE	Asphalt
ROOF	New Roof Asphalt Shingle
FIRE PROTECTION	Local
CEILING HEIGHT	7 Feet
ADA COMPLIANT	No
ELEVATOR	No

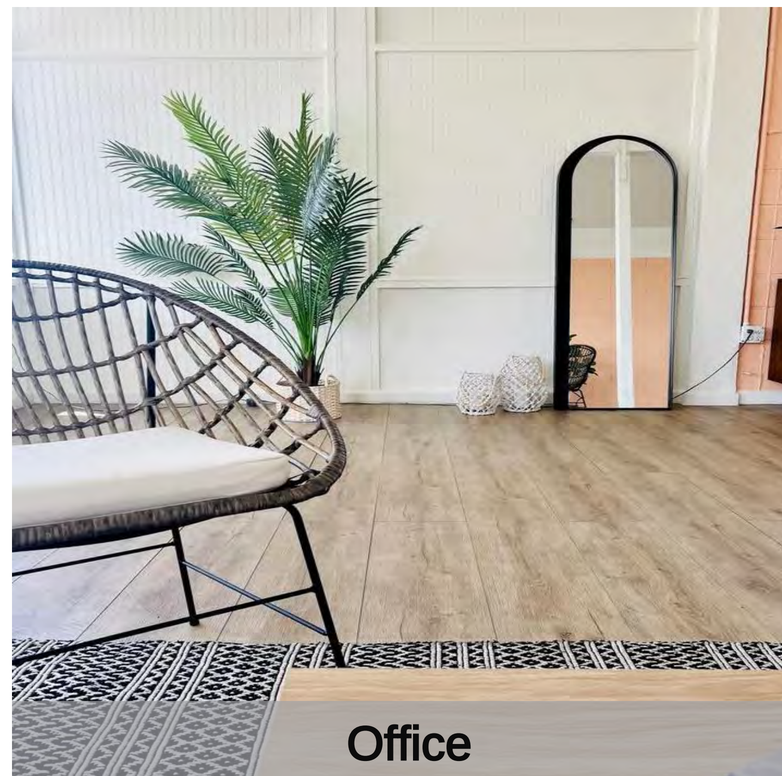
AMENITIES

DOG FRIENDLY	Yes
WIFI	Yes

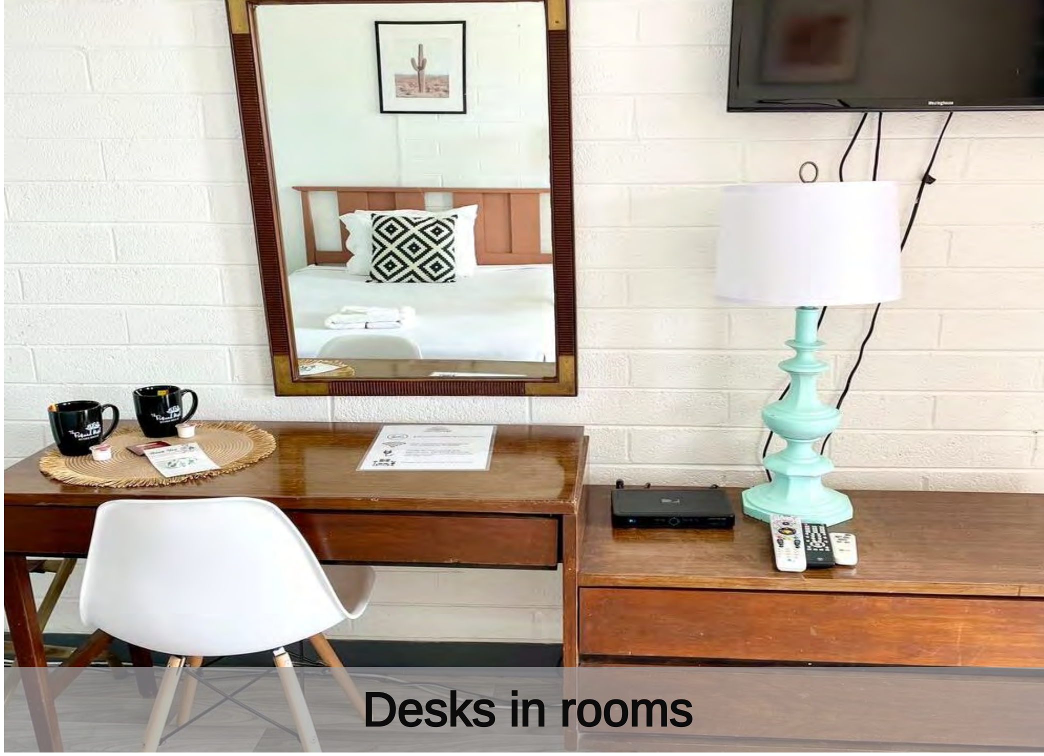
Pole Sign


Reception Area


Period Furniture


Office

Double Bed Room



Desks in rooms

Modern Bathroom

King Bed Room

Hotel Amenities

- Exterior Entrances
- Adjoining Rooms Available
- Pet Friendly

Room Amenities

- Microwave
- Air-conditioned/Heated
- Blow Dryer
- Private Bathrooms

THE POSTCARD MOTEL-HISTORICAL RT 66

04 Room Rates

Room Rate Summary

Number Of Units	Units SF	Room Type	In-Season Price	Off-Season Price	Notes
4		King Beds	$116	$116	Pet limitations but $25.00 per pet
12		Queen Beds	$102	$102	Pet limitations but $25.00 per pet
10		2 Double Beds	$116	$116	Pet limitations but $25.00 per pet

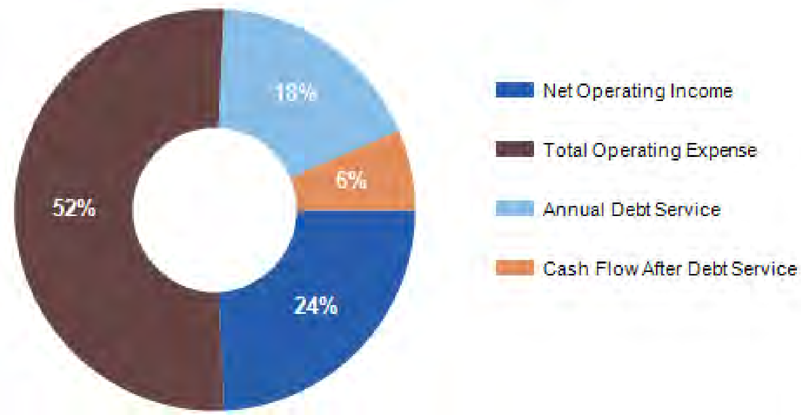
THE POSTCARD MOTEL-HISTORICAL RT 66

05 Financial Analysis

INCOME	ACTUAL		LEVELED	
Room Revenue	$238,365		$320,000	
Total Operating Revenue	**$238,365**		**$320,000**	
Less Expenses	$162,089	68.00%	$155,956	48.73%
Net Operating Income	**$76,276**		**$164,044**	
Annual Debt Service	$56,000		$56,000	
Cash flow	**$20,276**		**$108,044**	
Debt Coverage Ratio	1.36		2.93	

REVENUE ALLOCATION

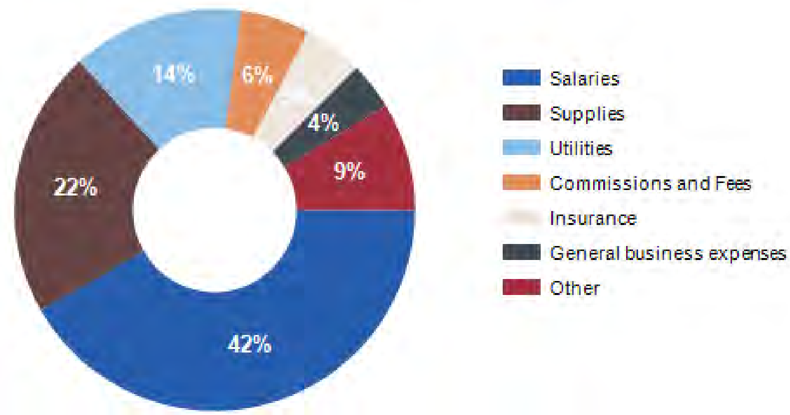
ACTUAL



EXPENSES	ACTUAL	LEVELED
Real Estate Taxes	$4,750	$4,750
Insurance	$7,684	$7,684
Supplies	$34,910	$34,910
General business expenses	$6,133	
Salaries	$67,558	$67,558
Repairs & Maintenance	$1,950	$1,950
Property Management	$179	$179
Vehicle gas & fuel	$1,149	$1,149
Utilities	$22,538	$22,538
Marketing	$3,883	$3,883
Legal and Accounting	$2,125	$2,125
Commissions and Fees	$9,159	$9,159
Meals	$71	$71
Total Operating Expense	**$162,089**	**$155,956**
Annual Debt Service	$56,000	$56,000
Expense / SF	$42.65	$41.04
% of EGI	68.00%	48.73%

DISTRIBUTION OF EXPENSES

ACTUAL



GLOBAL

Price	$1,550,000
Millage Rate	0.31000%
Exit Cap Rate	7.00%

INCOME - Growth Rates

Room Revenue	5.00%

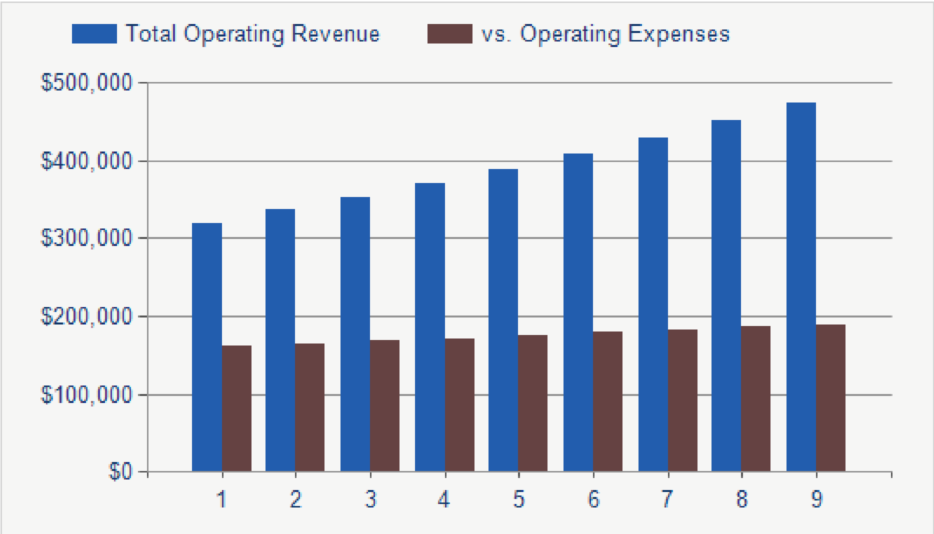
EXPENSES - Growth Rates

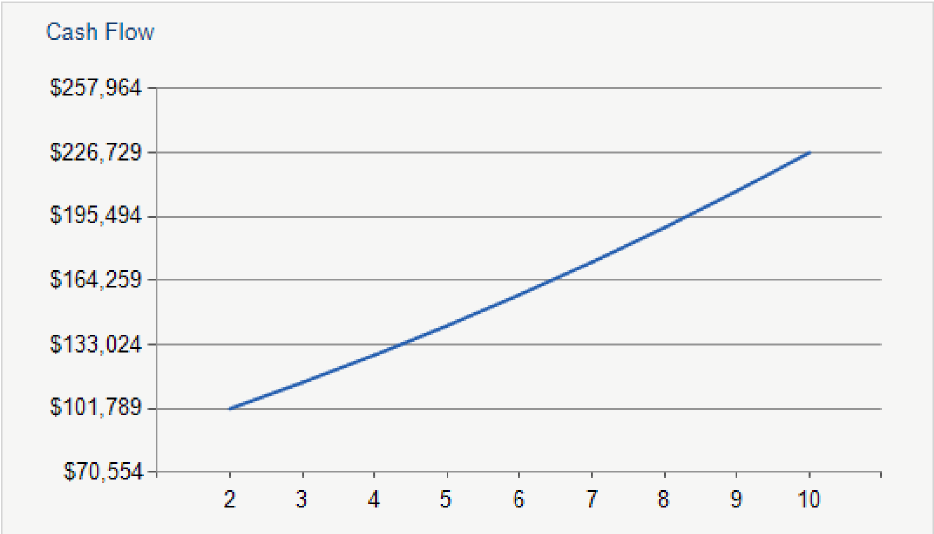
Real Estate Taxes	2.00%
Insurance	2.00%
Supplies	2.00%
General business expenses	2.00%
Salaries	2.00%
Repairs & Maintenance	2.00%
Property Management	2.00%
Vehicle gas & fuel	2.00%
Utilities	2.00%
Marketing	2.00%
Legal and Accounting	2.00%
Commissions and Fees	2.00%
Meals	2.00%

PROPOSED FINANCING

Seller Carry	
Loan Type	Interest Only
Down Payment	$430,000
Loan Amount	$1,120,000
Interest Rate	5.00%
Loan Terms	5 year call
Annual Debt Service	$56,000
Loan to Value	72%

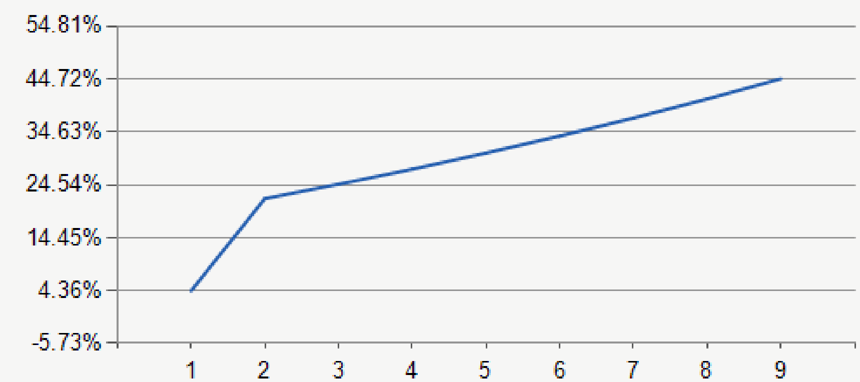
Calendar Year	Actual	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Operating Revenue										
RevPar	$25.12	$33.72	$35.41	$37.18	$39.03	$40.99	$43.04	$45.19	$47.45	$49.82
Room Revenue	$238,365	$320,000	$336,000	$352,800	$370,440	$388,962	$408,410	$428,831	$450,272	$472,786
Total Operating Revenue	**$238,365**	**$320,000**	**$336,000**	**$352,800**	**$370,440**	**$388,962**	**$408,410**	**$428,831**	**$450,272**	**$472,786**
Operating Expenses										
Real Estate Taxes	$4,750	$4,750	$4,845	$4,942	$5,041	$5,141	$5,244	$5,349	$5,456	$5,565
Insurance	$7,684	$7,684	$7,838	$7,994	$8,154	$8,317	$8,484	$8,653	$8,827	$9,003
Supplies	$34,910	$34,910	$35,608	$36,320	$37,047	$37,788	$38,543	$39,314	$40,101	$40,903
General business expenses	$6,133	$6,256	$6,381	$6,508	$6,639	$6,771	$6,907	$7,045	$7,186	$7,330
Salaries	$67,558	$67,558	$68,909	$70,287	$71,693	$73,127	$74,589	$76,081	$77,603	$79,155
Repairs & Maintenance	$1,950	$1,950	$1,989	$2,029	$2,069	$2,111	$2,153	$2,196	$2,240	$2,285
Property Management	$179	$179	$183	$186	$190	$194	$198	$202	$206	$210
Vehicle gas & fuel	$1,149	$1,149	$1,172	$1,195	$1,219	$1,244	$1,269	$1,294	$1,320	$1,346
Utilities	$22,538	$22,538	$22,989	$23,449	$23,918	$24,396	$24,884	$25,381	$25,889	$26,407
Marketing	$3,883	$3,883	$3,961	$4,040	$4,121	$4,203	$4,287	$4,373	$4,460	$4,550
Legal and Accounting	$2,125	$2,125	$2,168	$2,211	$2,255	$2,300	$2,346	$2,393	$2,441	$2,490
Commissions and Fees	$9,159	$9,159	$9,342	$9,529	$9,720	$9,914	$10,112	$10,315	$10,521	$10,731
Meals	$71	$71	$72	$74	$75	$77	$78	$80	$82	$83
Total Operating Expense	**$162,089**	**$162,211**	**$165,456**	**$168,765**	**$172,140**	**$175,583**	**$179,095**	**$182,676**	**$186,330**	**$190,057**
Net Operating Income	**$76,276**	**$157,789**	**$170,544**	**$184,035**	**$198,300**	**$213,379**	**$229,316**	**$246,154**	**$263,942**	**$282,729**
Annual Debt Service	$56,000	$56,000	$56,000	$56,000	$56,000	$56,000	$56,000	$56,000	$56,000	$56,000
Cash Flow	**$20,276**	**$101,789**	**$114,544**	**$128,035**	**$142,300**	**$157,379**	**$173,316**	**$190,154**	**$207,942**	**$226,729**



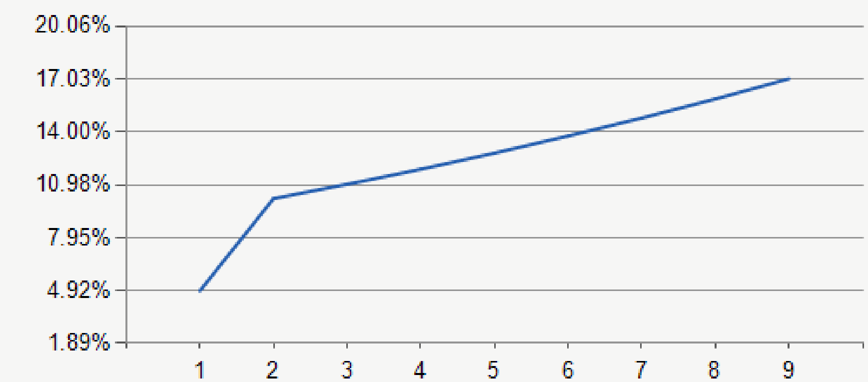


Calendar Year	Actual	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash on Cash Return b/t	4.36%	21.89%	24.63%	27.53%	30.60%	33.84%	37.27%	40.89%	44.72%	48.76%
CAP Rate	4.92%	10.18%	11.00%	11.87%	12.79%	13.77%	14.79%	15.88%	17.03%	18.24%
Debt Coverage Ratio	1.36	2.82	3.05	3.29	3.54	3.81	4.09	4.40	4.71	5.05
Operating Expense Ratio	68.00%	50.69%	49.24%	47.83%	46.46%	45.14%	43.85%	42.59%	41.38%	40.19%
RRM	6.50	4.84	4.61	4.39	4.18	3.99	3.80	3.61	3.44	3.28
Loan to Value	72.24%	72.26%	72.24%	72.24%	72.24%	72.28%	72.24%	72.25%	72.26%	72.26%
Breakeven Ratio	91.49%	68.19%	65.91%	63.71%	61.59%	59.54%	57.56%	55.66%	53.82%	52.04%
Price / SF	$407.89	$407.89	$407.89	$407.89	$407.89	$407.89	$407.89	$407.89	$407.89	$407.89
Income / SF	$62.72	$84.21	$88.42	$92.84	$97.48	$102.35	$107.47	$112.85	$118.49	$124.41
Expense / SF	$42.65	$42.68	$43.54	$44.41	$45.30	$46.20	$47.13	$48.07	$49.03	$50.01
Rev Par	$25.12	$33.72	$35.41	$37.18	$39.03	$40.99	$43.04	$45.19	$47.45	$49.82

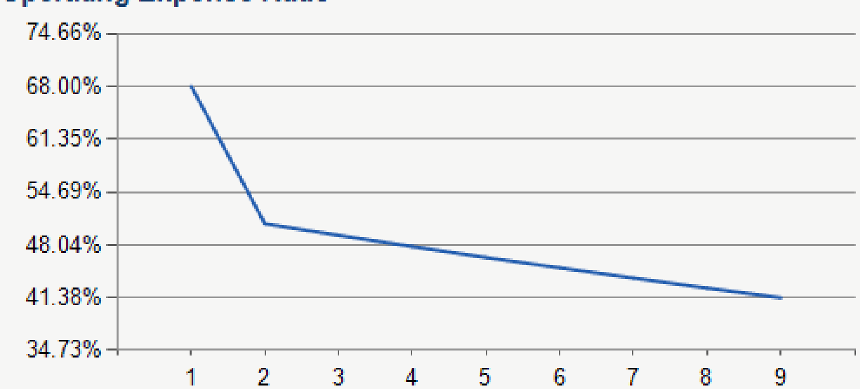
Cash on Cash



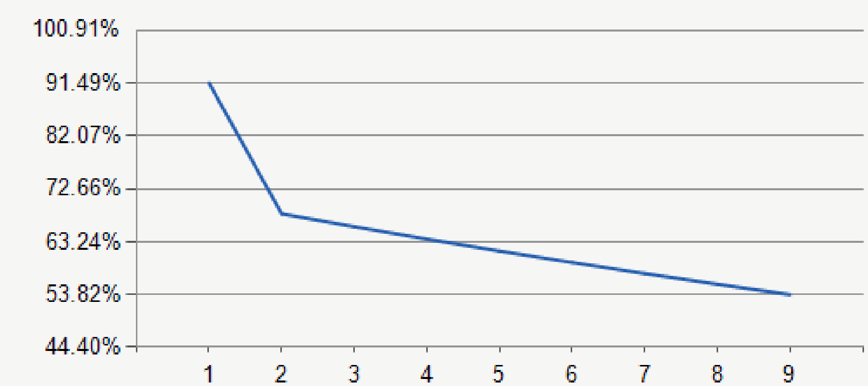
Cap Rate



Operating Expense Ratio



Breakeven Ratio



5 YEAR SENSITIVITY ANALYSIS

EXIT CAP RATE	PROJECTED SALES PRICE	SALES PRICE/KEY	PROCEEDS AFTER LOAN PAYOFF	LEVERED IRR
6.00%	$3,304,998	$127,115	$2,184,998	46.89%
6.25%	$3,172,798	$122,031	$2,052,798	45.46%
6.50%	$3,050,767	$117,337	$1,930,767	44.08%
6.75%	$2,937,776	$112,991	$1,817,776	42.75%
7.00%	$2,832,855	$108,956	$1,712,855	41.47%
7.25%	$2,735,171	$105,199	$1,615,171	40.23%
7.50%	$2,643,998	$101,692	$1,523,998	39.02%
7.75%	$2,558,708	$98,412	$1,438,708	37.86%
8.00%	$2,478,748	$95,336	$1,358,748	36.72%

The Postcard Motel LLC

Profit and Loss

January - December 2024

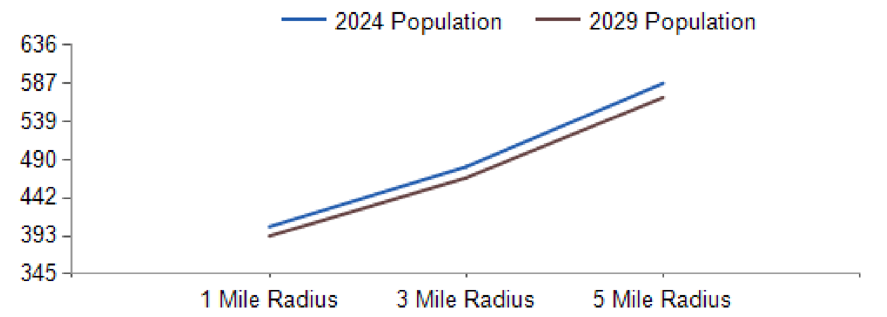
	TOTAL
Income	**$238,364.64**
GROSS PROFIT	**$238,364.64**
Expenses	
Payroll expenses	67,557.63
Supplies	34,909.65
Utilities	22,538.21
Contract labor	22,329.29
Office expenses	10,894.56
Commissions & fees	9,158.89
Insurance	7,683.71
General business expenses	6,133.32
Advertising & marketing	3,883.14
Legal & accounting services	2,125.00
Repairs & maintenance	1,950.00
Vehicle gas & fuel	1,149.38
Property Management	149.00
Meals	70.70
Total Expenses	**$190,532.48**
NET OPERATING INCOME	**$47,832.16**
Other Income	
Grant Income	24,386.96
Total Other Income	**$24,386.96**
Other Expenses	
Interest Expense	41,666.20
Total Other Expenses	**$41,666.20**
NET OTHER INCOME	**$ -17,279.24**
NET INCOME	**$30,552.92**

Note
No assurances provided.
2024 depreciation not recorded.

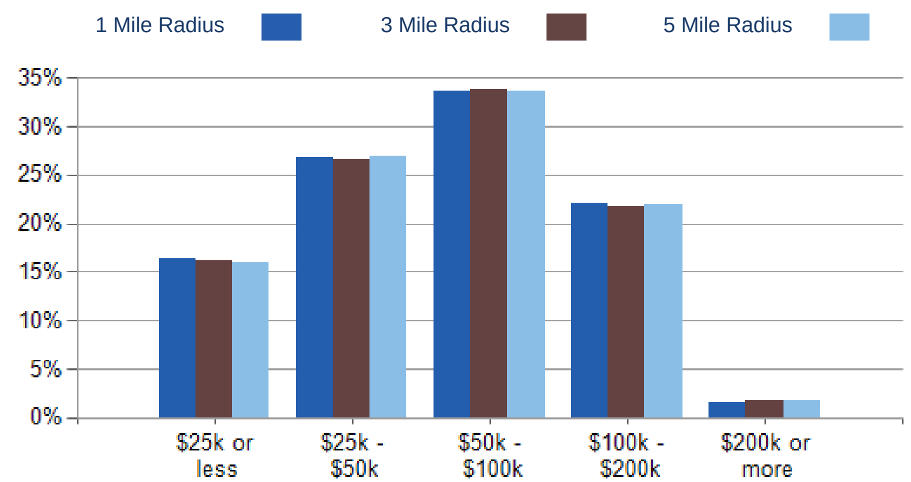
THE POSTCARD MOTEL-HISTORICAL RT 66

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	334	403	484
2010 Population	367	442	531
2024 Population	405	481	587
2029 Population	393	467	569
2024 African American	7	8	10
2024 American Indian	20	24	29
2024 Asian	6	8	9
2024 Hispanic	72	85	104
2024 Other Race	23	27	33
2024 White	315	375	457
2024 Multiracial	34	40	49
2024-2029: Population: Growth Rate	-3.00%	-2.95%	-3.10%

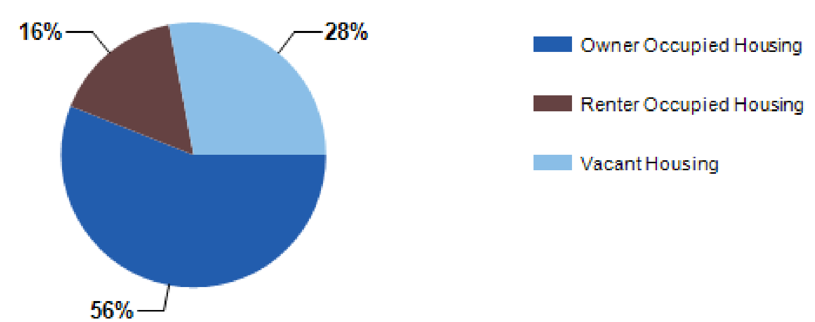
2024 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than $15,000	24	28	35
$15,000-$24,999	7	8	10
$25,000-$34,999	39	45	58
$35,000-$49,999	12	14	18
$50,000-$74,999	37	43	55
$75,000-$99,999	27	32	40
$100,000-$149,999	33	38	49
$150,000-$199,999	9	10	13
$200,000 or greater	3	4	5
Median HH Income	$56,901	$57,060	$57,070
Average HH Income	$70,156	$70,156	$70,156



2024 Household Income



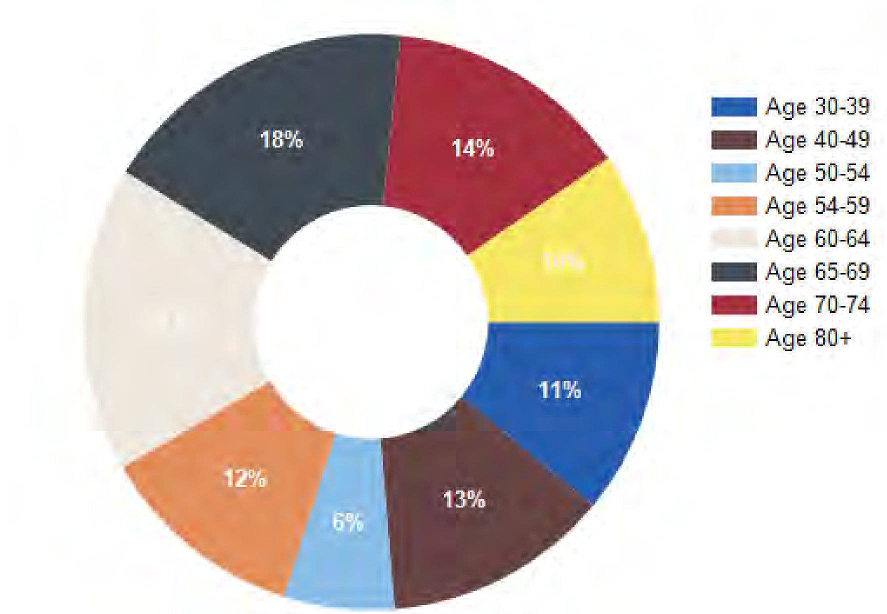
2024 Own vs. Rent - 1 Mile Radius



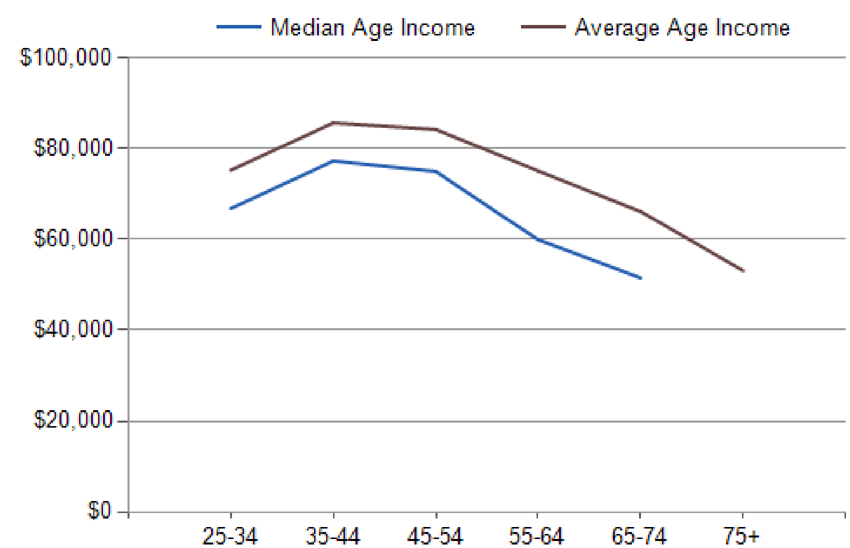
Source: esri

2024 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2024 Population Age 30-34	13	16	19
2024 Population Age 35-39	19	23	28
2024 Population Age 40-44	21	25	31
2024 Population Age 45-49	16	19	24
2024 Population Age 50-54	18	22	27
2024 Population Age 55-59	34	40	49
2024 Population Age 60-64	50	59	73
2024 Population Age 65-69	52	62	76
2024 Population Age 70-74	40	48	58
2024 Population Age 75-79	28	33	40
2024 Population Age 80-84	15	18	21
2024 Population Age 85+	6	8	9
2024 Population Age 18+	352	418	510
2024 Median Age	58	58	58
2029 Median Age	61	61	62

Population By Age



2024 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	$66,862	$66,862	$69,231
Average Household Income 25-34	$75,283	$78,341	$76,821
Median Household Income 35-44	$77,299	$77,337	$76,851
Average Household Income 35-44	$85,720	$86,724	$85,590
Median Household Income 45-54	$75,000	$75,000	$70,088
Average Household Income 45-54	$84,271	$82,448	$82,808
Median Household Income 55-64	$59,942	$59,948	$60,897
Average Household Income 55-64	$75,118	$75,998	$75,004
Median Household Income 65-74	$51,552	$51,976	$53,098
Average Household Income 65-74	$66,164	$65,877	$65,722
Average Household Income 75+	$53,142	$52,454	$52,722



Demographic Data is MISSING

Go to DEMOGRAPHICS > GENERAL page and click on the "Reload Demographic Data" to update this data.

Uncheck "Race" under Demographics in the Publisher Tree to remove this page from the PDF.

The Postcard Motel

HISTORIC ROUTE 66

@THEPOSTCARDMOTEL

07 **Company Profile**

Advisor Profile

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.

The Postcard Motel-Historical RT 66

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