



OFFERING MEMORANDUM

Columbus MHP

1413 N. Columbus Ave.

Tucson AZ 85712



**CUSHMAN &
WAKEFIELD**



PICOR

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PROPERTY INFORMATION

Columbus MHP
1413 N. Columbus Ave.
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PRICE
\$650,000











PRICE PER SPACE
\$34,211








PROFORMA NOI
\$67,288



CAP RATE
10.35%

	LOCATION:	1413 N Columbus Ave. Tucson, Arizona 85716
	SITE AREA:	0.79 Acres 34,592 Square Feet
	ASSESSOR PARCEL NUMBER:	122-13-1410
	ZONING:	R-2, City of Tucson
	ACCESS:	Ingress/egress
	PARKING:	Assigned per space
	ROOF/STORIES:	1 Story
	YEAR BUILT:	1956

	LANDSCAPING:	Large shade trees, desert plants, & shrubbery
	UTILITIES:	Electricity: Tucson Electric (RUBS) Gas: Southwest Gas (RUBS) Water: City of Tucson (RUBS) Sewer: City of Tucson (RUBS) Trash: City of Tucson (RUBS)
	METERING	Electric: Master-metered Gas: Propane (Space 21 is TEP) Water/Sewer: Master-metered Trash: Master-metered Hot Water: Individual
	HEATING/COOLING:	Wall-mounted Acs and EVAP Cooling
	FINANCING:	ATTRACTIVE SELLER FINANCING, cash, or traditional financing

PROPERTY HIGHLIGHTS

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PROPERTY HIGHLIGHTS

- ATTRACTIVE SELLER FINANCING
- Value add opportunity
- Central Tucson location
- Strong historical financials
- Long term ownership group
- Operational upside & below market rents

UNIT HIGHLIGHTS

- Mix of park owned and tenant owned homes
- Vacant homes in rent ready condition
- All tenants on MTM rental agreements
- Master-metered for electric & gas
- Master-metered for water, sewer, & trash
- Historically high occupancy & long term tenancy
- Utility billback in-place for all utility usage

INVESTMENT SUMMARY

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Columbus Mobile Home Park is a 19-space MHP community ideally positioned in Central Tucson near Speedway Blvd. and Alvernon Wy. Offered with ATTRACTIVE SELLER FINANCING, the property presents investors with a compelling opportunity to acquire a well-located asset with strong historical performance and meaningful value-add potential. Long-term ownership has maintained historically high occupancy and fostered a stable tenant base, providing a solid foundation for future growth.

The community features a mix of park-owned and tenant-owned homes (3 – vacant/rent ready, 5 – lot rent, 11 – park owned), creating multiple income streams and operational flexibility. Several vacant homes are currently in rent-ready condition, providing immediate upside through lease-up opportunities. In addition, all residents are on month-to-month rental agreements, allowing new ownership the ability to strategically implement rental increases and improve overall operations.

Columbus Mobile Home Park benefits from below-market rents and an established utility billback program that recaptures tenant usage for electric, gas, water, sewer, and trash expenses. With strong historical financials, long-term tenancy, and operational upside, the property offers investors the opportunity to enhance cash flow while acquiring a centrally located manufactured housing asset in one of Tucson's most established residential corridors.

The property is located just minutes from Miramonte Shopping Center and El Con Mall, providing residents with convenient access to everyday necessities and major shopping destinations. Additionally, Interstate 10 is approximately five miles away, offering seamless connectivity to Downtown Tucson and the greater metropolitan area. Combined with attractive seller financing, strong historical occupancy, and operational upside through below-market rents, Columbus Mobile Home Park represents a compelling opportunity to acquire a well-located manufactured housing community in one of Tucson's most established infill submarkets.



FINANCIAL ANALYSIS

Columbus MHP
1413 N. Columbus Ave.
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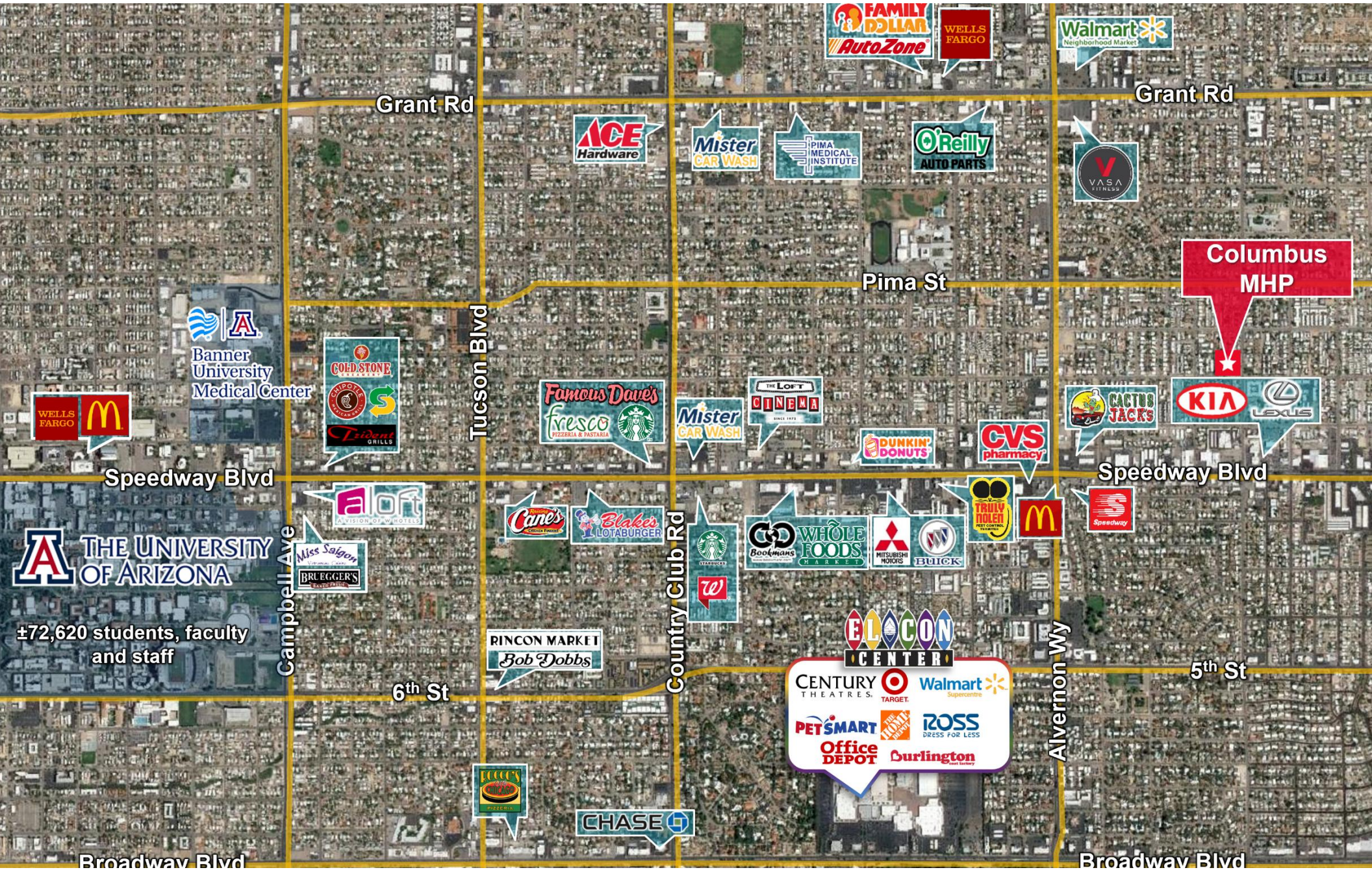
Unit Description	# of Units	% of Total	Current Avg. Rent		Pro Forma Market Rent	
			Per Space	Per Month	Per Space	Per Month
Vacant - rent ready	3	16%	\$0	\$0	\$600	\$1,800
Lot Rent	5	26%	\$470	\$2,350	\$470	\$2,350
Park Owned Homes	11	58%	\$645	\$7,100	\$650	\$7,150
Total/Average (Monthly)	19	100%	\$497	\$9,450	\$595	\$11,300
Annual				\$113,400		\$135,600

Income Statement	Marketing Pro Forma	Pro Forma Per Space	T-12 Actuals	T-12 Actuals Per Space
RENTAL INCOME				
Gross Market Rent	\$135,600	\$7,137		
Vacancy Loss	-\$9,492	-7.0%		
Concessions & Bad Debt	-\$2,712	-2.0%		
Net Rental Income	\$123,396	\$6,495	\$102,977	\$5,420
Note Income	\$5,000	\$263	\$4,230	\$223
RUBS	\$26,000	\$1,368	\$24,069	\$1,267
TOTAL INCOME	\$154,396	\$8,126	\$131,276	\$6,909
OPERATING EXPENSES				
General & Administrative	\$1,200	\$63	\$852	\$45
Professional Fees	\$3,000	\$158	\$4,724	\$249
Repairs & Maintenance & Turnover	\$20,000	\$1,053	\$21,749	\$1,145
Contract Services - Utility Reading	\$1,600	\$84	\$1,275	\$67
Contract Services- Grounds	\$2,400	\$126		\$0
Utilities	\$28,000	\$1,474	\$26,876	\$1,415
TOTAL VARIABLE	\$56,200	\$2,958	\$55,476	\$2,920
Property Taxes	\$4,468	\$235	\$4,381	\$231
Property Insurance	\$5,500	\$289	\$4,434	\$233
Management Fee	\$15,440	10%	\$13,128	10%
Reserves	\$5,500	\$289		
TOTAL EXPENSES	\$87,108	\$4,585	\$77,419	\$4,075
NET OPERATING INCOME	\$67,288	\$3,541	\$53,857	\$2,835

Stabilized Market Analysis	
Value	\$650,000
Per Space	\$34,211
Cap Rate	
T-12 Actuals	8.29%
Marketing Pro Forma	10.35%

TRADE MAP

Columbus MHP
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DEMOGRAPHIC OVERVIEW

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2025 DEMOGRAPHIC OVERVIEW

	1 MILE	3 MILES	5 MILES
POPULATION	17,595	117,857	286,112
HOUSEHOLDS	8,585	55,871	130,721
AVG HOUSEHOLD INCOME	\$71,218	\$78,126	\$79,875
DAYTIME POPULATION	8,396	67,223	152,522
RETAIL EXPENDITURE	\$336.17 M	\$2.29 B	\$5.38 B

2030 DEMOGRAPHIC PROJECTIONS

	1 MILE	3 MILES	5 MILES
POPULATION	16,925	114,678	281,505
HOUSEHOLDS	8,484	55,729	132,163
AVG HOUSEHOLD INCOME	\$70,652	\$77,594	\$78,943

TRAFFIC COUNTS VEHICLES PER DAY (VPD)

N. CAMPBELL AVE.	34,650 VPD	(2024)
E. SPEEDWAY BLVD.	36,979 VPD	(2024)

EXTERIOR PHOTOS

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INTERIOR PHOTOS

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AERIAL VIEW

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SOUTH VIEW

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DRONE PHOTOS

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ARIZONA: THE BEST STATE FOR BUSINESS

Quality Jobs Tax Credit*

Provides up to **\$9,000 of income or premium tax credits** over a three-year period for each net new job to the state and concurrent qualifying capital expenditures.

Quality Facility Tax Credit*

Provides **refundable income tax credits up to \$20,000** per qualifying net new job to eligible manufacturing companies that invest in one or more qualifying facilities.

Additional Depreciation*

Accelerates depreciation to substantially reduce business personal property taxes.

Exemption for Machinery and Equipment & Electricity*

Provides Transaction Privilege Tax (sales tax) and Use Tax exemptions.

Research & Development Tax Credit*

Provides an Arizona income tax credit for increased research and development activities conducted in this state. The R&D tax credit is equal to **24% of the first \$2.5 million in qualifying expenses, plus 15% of the qualifying expenses in excess of \$2.5 million**. Beginning in 2023, the tax credit rates will be 20% of the first \$2.5 million in qualifying expenses plus 11% of the qualifying expenses in excess of \$2.5 million.

Diverse Workforce

As one of the fastest growing megaregions in the U.S., the continuing in-migration of talent at all levels positively impacts the regional economy and translates into increased workforce availability. The local military installations have over 8,000 active airmen and provide a skilled veteran pool for businesses to tap.

Source: The Chamber of Southern Arizona

* Source: AZCommerce.com

TUCSON MARKET OVERVIEW

Columbus MHP
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 **1.08M**
TUCSON MSA
POPULATION

 **484,397**
TOTAL
HOUSEHOLDS

 **35%**
COLLEGE
EDUCATION

 **0.6%**
POPULATION
GROWTH RATE

 **\$67,929**
MEDIAN HOUSEHOLD
INCOME

 **4.7%**
UNEMPLOYMENT
RATE

 **±56,544**
UNIVERSITY OF ARIZONA TOTAL
ENROLLMENT, 2025

LARGEST EMPLOYERS

1. UNIVERSITY OF ARIZONA- 16,076
2. RAYTHEON MISSILE SYSTEMS- 13,000
3. DAVIS-MONTHAN AFB- 11,000
4. STATE OF ARIZONA – 8,580

- #2 MANAGEMENT INFORMATION SYSTEMS
- #8 SPACE SCIENCE
- #27 BEST BUSINESS SCHOOLS
- #47 MEDICINE
- #52 TOP PUBLIC SCHOOL
- #54 EDUCATION
- #69 UNDERGRAD ENGINEERING PROGRAMS
- #70 BEST COLLEGES FOR VETERANS
- #115 GLOBAL UNIVERSITY

RECENT INDUSTRY ARRIVALS & EXPANSIONS

1. AMAZON
2. CATERPILLAR SURFACE MINING & TECH
3. HEXAGON MINING
4. BECTON DICKINSON
5. AMERICAN BATTERY FACTORY



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