

# SALE

## DESERT HILLS MOBILE RANCH

617 West Setting Sun Court Tombstone, AZ 85638



SALE PRICE

\$775,000

**Scott Hotchkiss**

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## **CONFIDENTIALITY AGREEMENT**

This offering has been prepared solely for informational purposes. It is designed to assist a potential investor in determining whether it wishes to proceed with an in-depth investigation of the subject property. While the information contained herein is from sources deemed reliable, it has not been independently verified by the Coldwell Banker Commercial affiliate or by the Seller.

The projections and pro forma budget contained herein represent best estimates on assumptions considered reasonable under the circumstances. No representations or warranties, expressed or implied, are made that actual results will conform to such projections.

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Interested buyers should be aware that the Seller is selling the Property "AS IS" CONDITION WITH ALL FAULTS, WITHOUT REPRESENTATIONS OR WARRANTIES OF ANY KIND OR NATURE. Prior to and/or after contracting to purchase, as appropriate, buyer will be given a reasonable opportunity to inspect and investigate the Property and all improvements thereon, either independently or through agents of the buyer's choosing.

The Seller reserves the right to withdraw the Property being marketed at any time without notice, to reject all offers, and to accept any offer without regard to the relative price and terms of any other offer. Any offer to buy must be: (i) presented in the form of a non-binding letter of intent; (ii) incorporated in a formal written contract of purchase and sale to be prepared by the Seller and executed by both parties; and (iii) approved by Seller and such other parties who may have an interest in the Property. Neither the prospective buyer nor Seller shall be bound until execution of the contract of purchase and sale, which contract shall supersede prior discussions and writings and shall constitute the sole agreement of the parties.

Prospective buyers shall be responsible for their costs and expenses of investigating the Property and all other expenses, professional or otherwise, incurred by them.

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### PROPERTY DESCRIPTION

Desert Hills Mobile Ranch consists of 5 acres located on a hillside north of the OK Corral off Highway 80, on the way into Tombstone, Arizona—a popular historical site and tourist attraction. The property is home to 21 manufactured homes owned by the residents and 3 RV spaces rented year-round, with room to add more. Manufactured homeowners are full-time residents, and turnover is minimal, providing stable income for the property owner. All residents pay monthly lot rent, which includes trash, water, and septic services. Mobile homes are separately metered for electricity.

Effective March 2025, a rent increase will be implemented following proper notice served to all tenants. Lot rent for the 20 mobile home pads will increase from \$275/month to \$325/month, and the 3 RV spaces will increase from \$400/month to \$425/month.

### OFFERING SUMMARY

|                  |             |
|------------------|-------------|
| Sale Price:      | \$775,000   |
| Number of Units: | 27          |
| Lot Size:        | 4.943 Acres |
| Building Size:   | 2,000 SF    |
| NOI:             | \$55,010.00 |
| Cap Rate:        | 7.1%        |

### DEMOGRAPHICS

|                  | 0.3 MILES | 0.5 MILES | 1 MILE |
|------------------|-----------|-----------|--------|
| Total Households | 11        | 18        | 80     |
| Total Population | 21        | 36        | 158    |

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Effective March 2025, a rent increase will be implemented following proper notice served to all tenants. Lot rent for the 20 mobile home pads will increase from \$275/month to \$325/month, and the 3 RV spaces will increase from \$400/month to \$425/month.

The property also features a large three-bay garage/shop available for the owner's use, with significant upside potential. The recently constructed 1,500-square-foot maintenance facility can be divided and rented as shop space or storage, providing an additional revenue stream. Furthermore, there is room to develop additional spaces, enhancing the long-term investment potential.

Located off scenic Highway 80, the park enjoys proximity to Tombstone, home of the iconic OK Corral, and is a short, scenic drive from Sierra Vista with easy access to the towns of Benson, Bisbee, and Douglas. Desert Hills Mobile Ranch offers a blend of historical charm, stable income, and future development opportunities, making it an ideal investment in one of Arizona's most renowned old western towns.

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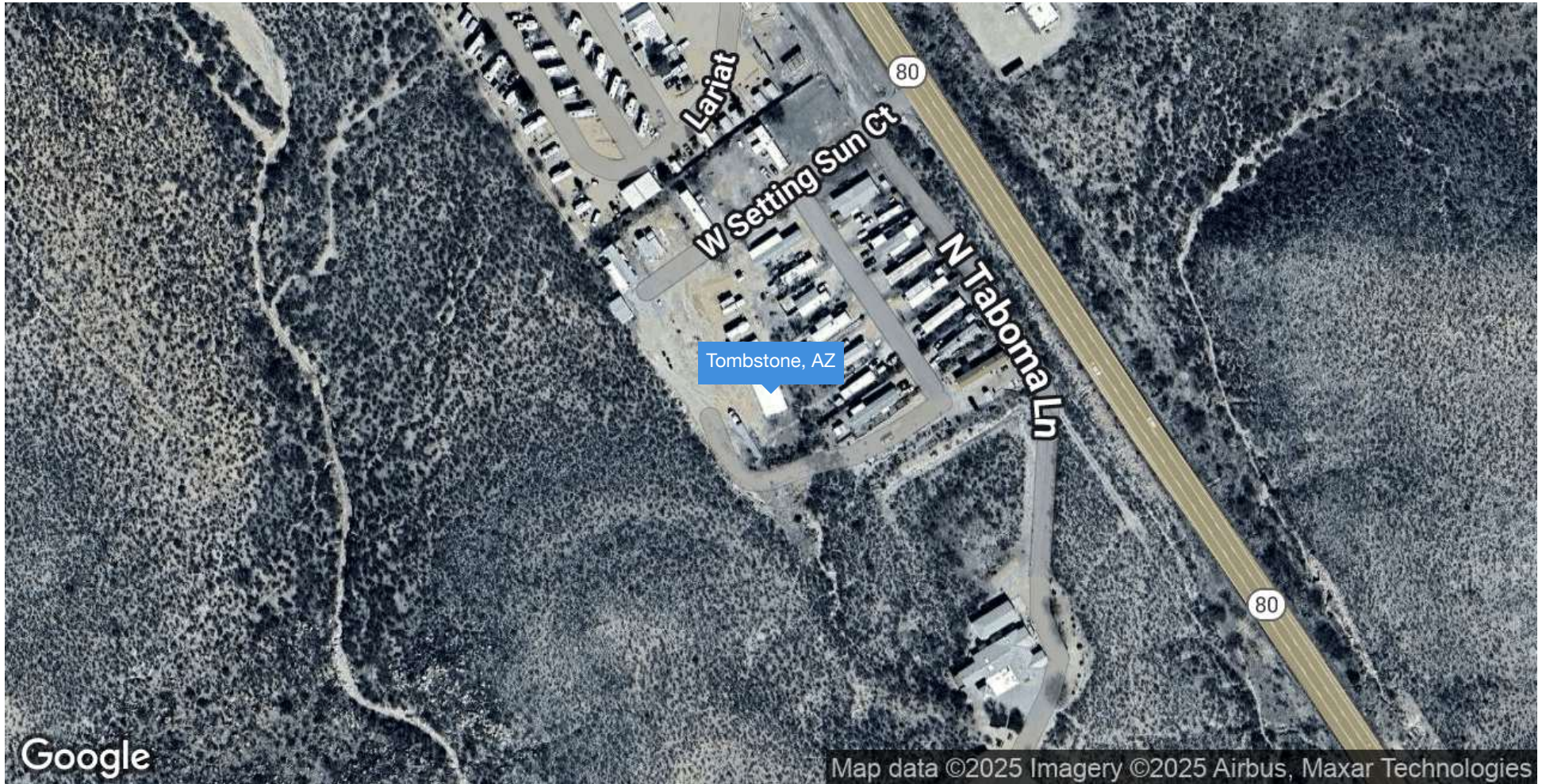
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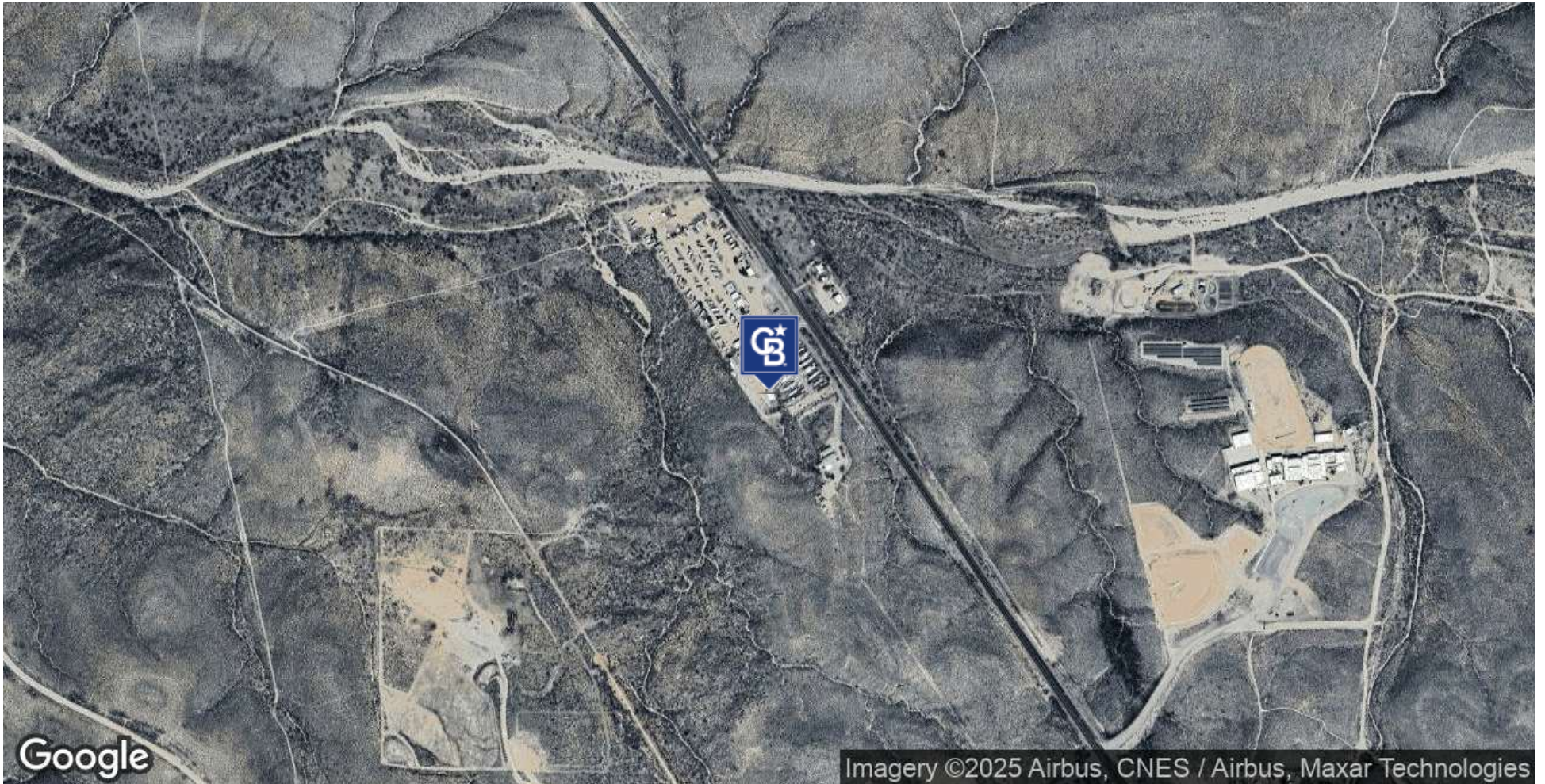


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## INVESTMENT OVERVIEW

|                            |           |
|----------------------------|-----------|
| Price                      | \$775,000 |
| Price per SF               | \$4       |
| Price per Unit             | \$28,704  |
| GRM                        | 9.81      |
| CAP Rate                   | 7.10%     |
| Cash-on-Cash Return (yr 1) | 7.10%     |
| Total Return (yr 1)        | \$55,010  |

## OPERATING DATA

|                        |          |
|------------------------|----------|
| Gross Scheduled Income | \$78,997 |
| Total Scheduled Income | \$78,997 |
| Gross Income           | \$78,997 |
| Net Operating Income   | \$55,010 |
| Pre-Tax Cash Flow      | \$55,010 |

## FINANCING DATA

|              |           |
|--------------|-----------|
| Down Payment | \$155,000 |
|--------------|-----------|

## EXTRA SECTION 2

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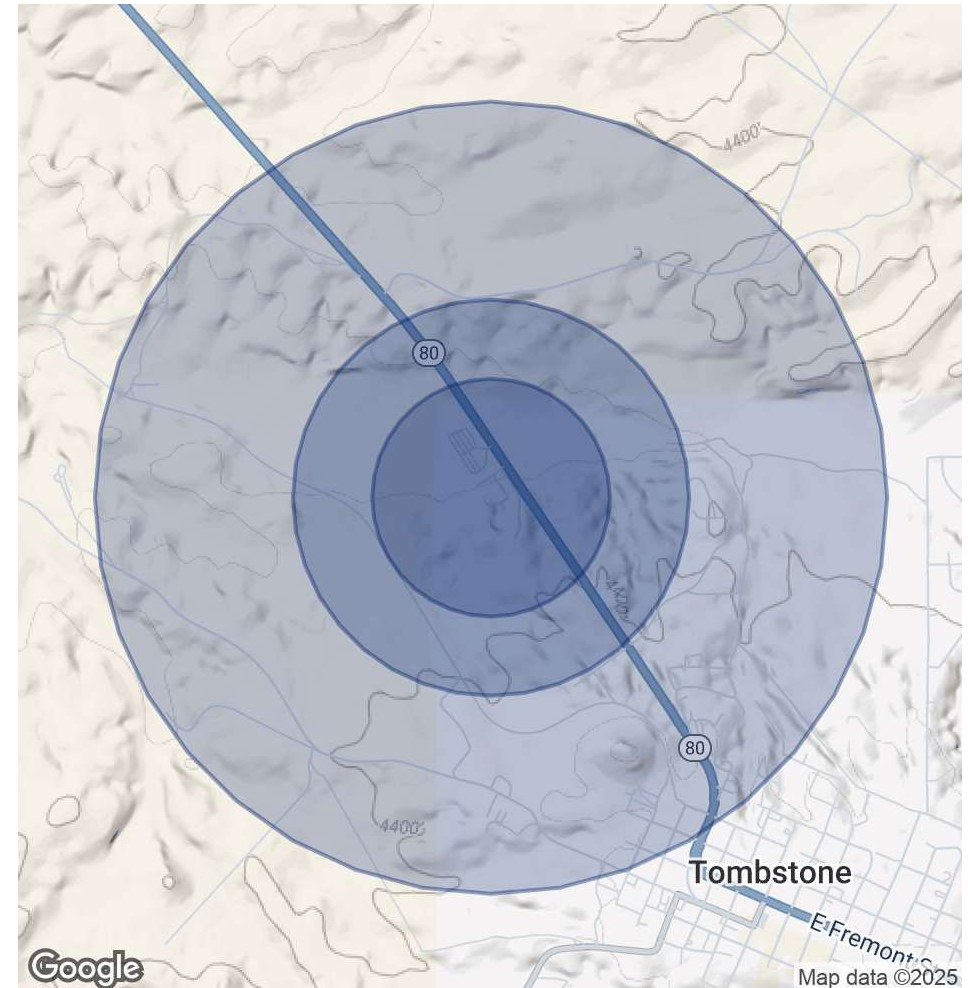
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| POPULATION           | 0.3 MILES | 0.5 MILES | 1 MILE |
|----------------------|-----------|-----------|--------|
| Total Population     | 21        | 36        | 158    |
| Average Age          | 56        | 56        | 55     |
| Average Age (Male)   | 56        | 56        | 56     |
| Average Age (Female) | 56        | 56        | 54     |

| HOUSEHOLDS & INCOME | 0.3 MILES | 0.5 MILES | 1 MILE    |
|---------------------|-----------|-----------|-----------|
| Total Households    | 11        | 18        | 80        |
| # of Persons per HH | 1.9       | 2         | 2         |
| Average HH Income   | \$81,052  | \$80,757  | \$72,290  |
| Average House Value | \$264,054 | \$262,369 | \$214,064 |

Demographics data derived from AlphaMap



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