



WEST MESA MHC

835 W. Main Street, Mesa, Arizona 85201

34 MHC Sites

7 Cabins + House

1.71 Acres in Opportunity Zone

Offering Memorandum

WEST MESA MHC

835 W. Main Street, Mesa, Arizona 85201

LISTED BY: NORTHMARQ

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PROPERTY INFORMATION

OFFERING

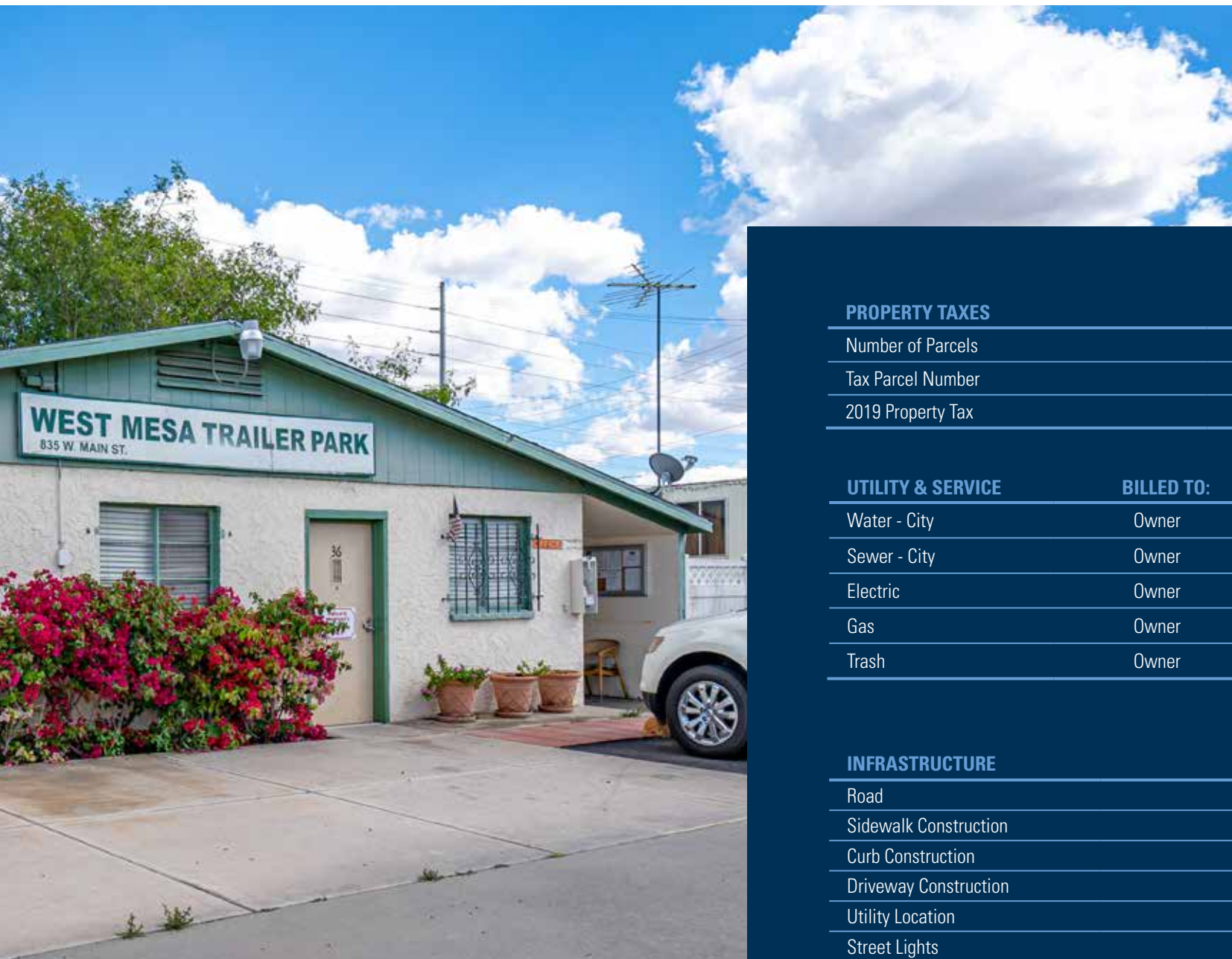
Price	\$2,750,000
Price Per Site	\$65,476
Terms	Cash - Fee Simple

SITE DESCRIPTION

Community Name	West Mesa Trailer Park
Location	835 W Main St. Mesa, AZ 85201
Sites	34 - MHC Sites; 7 - Cabins; 1 - House
Amenities	Laundry Facilities & Manager's Office
Year Built	1935
Zoning	GC
Land Acreage	1.71
Density	24.61
Water & Sewer Provider	City of Mesa

OCCUPANCY TYPE	# OF SITES	% OF COMMUNITY
Resident Owned	33	78.57%
Vacant Lots	1	2.38%
Cabin - Occupied	6	14.29%
Cabin - Vacant	1	2.38%
House - Occupied	1	2.38%
TOTAL / AVERAGE	42	100%





PROPERTY TAXES

Number of Parcels	2
Tax Parcel Number	134-03-014B; -018C
2019 Property Tax	\$7,130

UTILITY & SERVICE	BILLED TO:	PAID BY:
Water - City	Owner	Resident
Sewer - City	Owner	Resident
Electric	Owner	Resident
Gas	Owner	Resident
Trash	Owner	Resident

INFRASTRUCTURE

Road	Asphalt
Sidewalk Construction	None
Curb Construction	None
Driveway Construction	Asphalt
Utility Location	Above & Under
Street Lights	Yes





RENT COMPARABLES

	PROPERTY	YEAR BUILT	SITES	PHYSICAL OCCUPANCY	AVERAGE SITE RENT	WATER	SEWER	TRASH	TOTAL RENT W/ HOME
★	WEST MESA TRAILER PARK 835 W Main St. Mesa, AZ 85201	1935	42	95%	Large Lot: \$450 Small Lot: \$375	Individual	Individual	Individual	Cabin: \$675 House: \$900
01	FIESTA VILLAGE 235 W Southern Ave. Mesa, AZ 85210	1956	172	98%	MH: \$548 RV: \$450	Sub-Meter	Sub-Meter	Sub-Meter	N/A
02	APACHE WEST 1035 W Main St. Mesa, AZ 85201	1981	73	100%	\$430	Sub-Meter	Sub-Meter	Sub-Meter	N/A
03	MESA GARDENS 1024 W Main St. Mesa, AZ 85201	1943	95	48%	\$483	Included	Included	Included	N/A
04	CITRUS GROVE 1021 W Main St. Mesa, AZ 85201	1955	35	98%	\$325	\$18	Included with Water	Included with Water	Studio Apt: \$575

RENT AVERAGES

Subjects not included



1959
YEAR BUILT



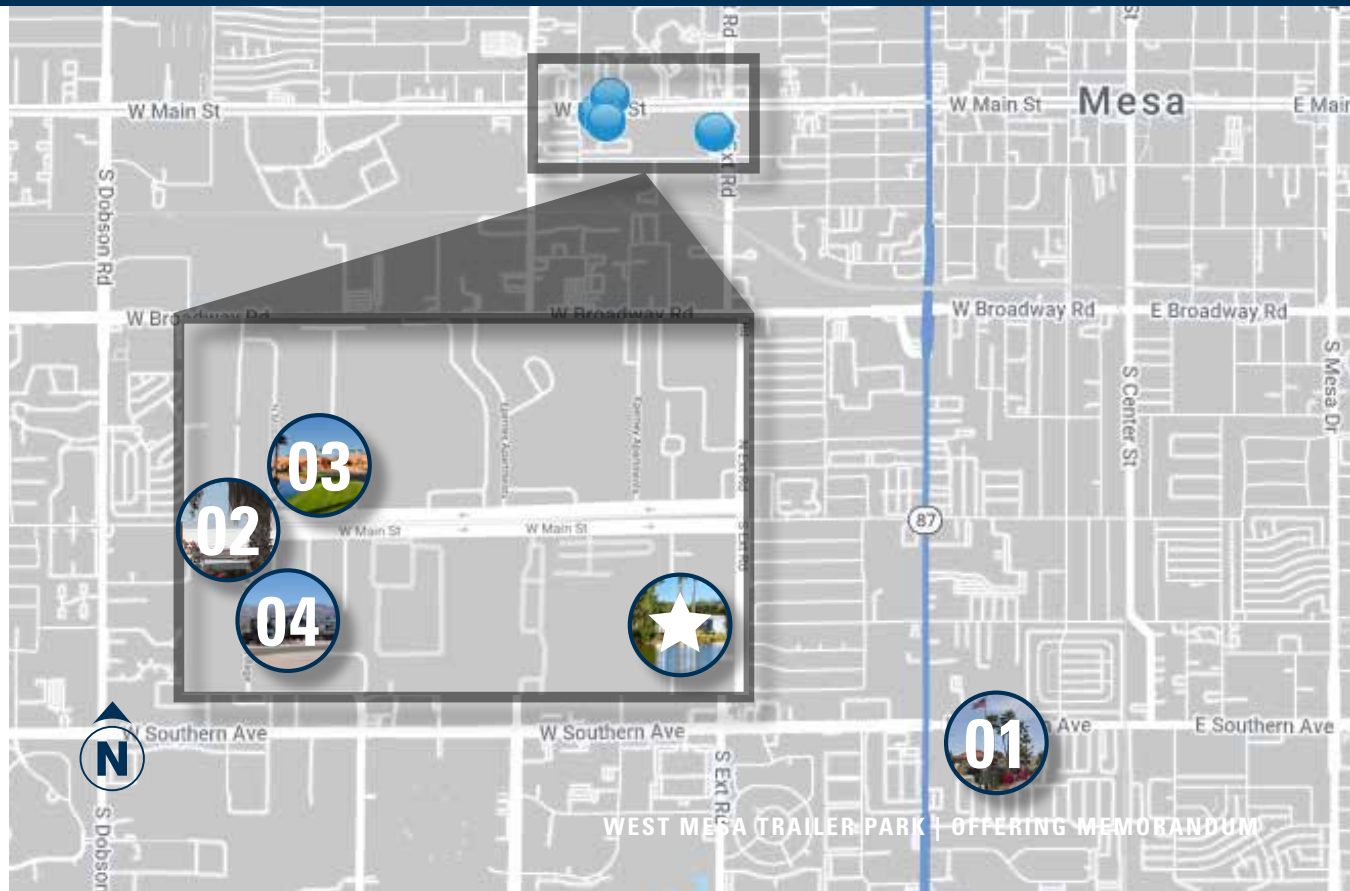
94
UNITS



86%
PHYSICAL OCCUPANCY



\$447
AVERAGE ANNUAL
MONTHLY RENT



WEST MESA TRAILER PARK OFFERING MEMORANDUM

RENT ANALYSIS

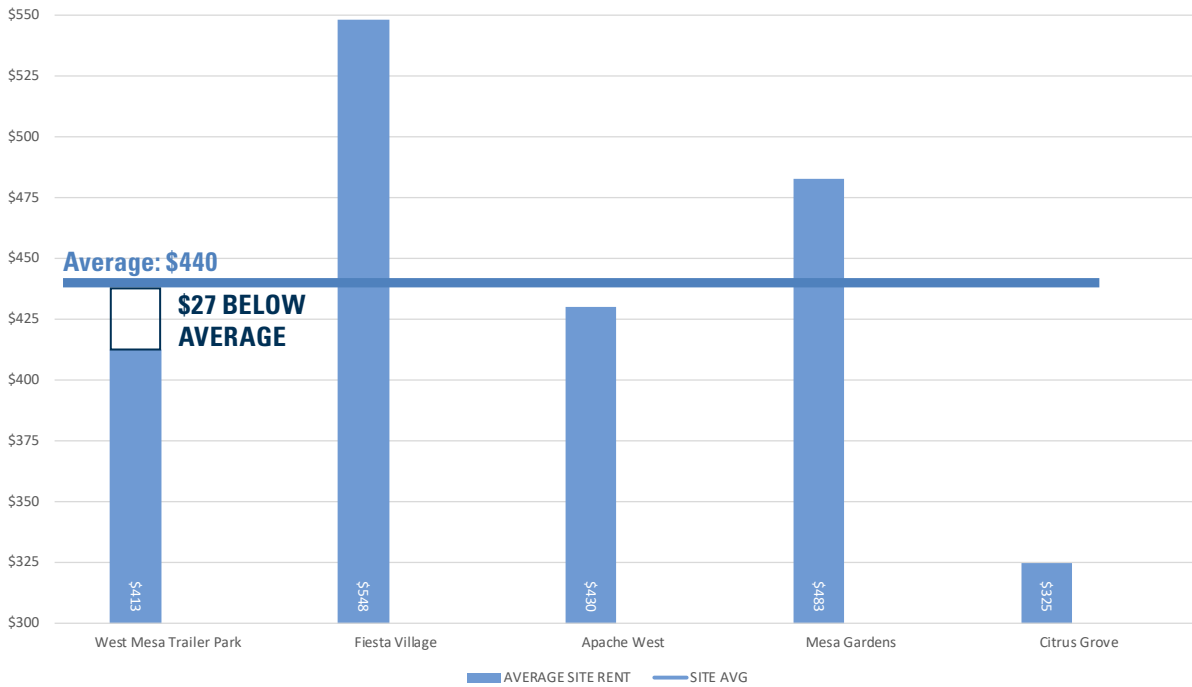
	COMMUNITY	# OF SITES	AVERAGE SITE RENT
★	WEST MESA TRAILER PARK	42	\$413
01	FIESTA VILLAGE	172	\$548
02	APACHE WEST	73	\$430
03	MESA GARDENS	95	\$483
04	CITRUS GROVE	35	\$325

\$440

AVERAGE SITE RENT

417

OF SITES SURVEYED



OWNERSHIP PRO FORMA

Monthly Scheduled Gross Lot Rent				\$20,075
Annual Scheduled Gross Rent				\$240,900
Current Physical Vacancy	4.76%			-\$956
Economic Vacancy	4.58%			-\$11,044
Net Rental Income				\$228,900
Electric Bill Back				\$38,400
Laundry Income				\$1,900
Other Income				\$10,700
Gross Operating Income				\$279,900
OPERATING EXPENSES		PER SITE		
Property Taxes		\$170		\$7,130
Insurance		\$102		\$4,300
Maintenance & Repairs		\$429		\$18,000
Utilities		\$1,905		\$80,000
Management Fee	5% OF GOI	\$333		\$13,995
Marketing		\$24		\$1,000
Administrative Expenses		\$48		\$2,000
TOTAL OPERATING EXPENSES		(45.17%)		\$126,425
Operating Cost Per Site				\$3,010
NET OPERATING INCOME				\$153,475

GROSS INCOME			
SITE TYPE	SITES	ASKING RENT/SITE	MONTHLY RENT
Mobile Home Site: 1-22	21	\$450	\$9,450
Mobile Home Site: 23-35	13	\$375	\$4,875
Cabin Yard	2	\$700	\$1,400
Cabin	5	\$650	\$3,250
House	1	\$1,100	\$1,100
TOTAL/AVG.	42	\$478	\$20,075

RENTS

Ownership projections.

ELECTRIC BILL BACK

Estimated \$76/month/occupied unit.

LAUNDRY & OTHER INCOME

Estimated.

PROPERTY TAXES

2019 Annual property taxes quoted from the Maricopa County Treasurer.

UTILITIES & OPERATIONAL EXPENSES

Ownership forecast.

PRO FORMA OPERATIONS

Monthly Scheduled Gross Lot Rent			\$20,075
Annual Scheduled Gross Rent			\$240,900
Annual Physical Vacancy	2.00%		-\$4,818
Economic Vacancy	2.00%		-\$4,818
Net Rental Income			\$231,264
Utilities Bill Back			\$65,920
Laundry Income			\$1,957
Other Income			\$11,021
Gross Operating Income			\$310,162
PRO FORMA OPERATING EXPENSES		PER SITE	
Property Taxes		\$170	\$7,130
Insurance		\$100	\$4,200
Maintenance & Repairs		\$200	\$8,400
Turnover		\$100	\$4,200
Contract Services		\$100	\$4,200
Utilities		\$1,962	\$82,400
Payroll		\$200	\$8,400
Management Fee	4% OF GOI	\$295	\$12,406
Marketing		\$25	\$1,050
Administrative Expenses		\$50	\$2,100
TOTAL OPERATING EXPENSES		(43.36%)	\$134,487
Operating Cost Per Unit			\$3,202
PRO FORMA NET OPERATING INCOME			\$175,676

GROSS INCOME			
SITE TYPE	SITES	ASKING RENT/SITE	MONTHLY RENT
Mobile Home Site: 1-22	21	\$450	\$9,450
Mobile Home Site: 23-35	13	\$375	\$4,875
Cabin Yard	2	\$700	\$1,400
Cabin	5	\$650	\$3,250
House	1	\$1,100	\$1,100
TOTAL/AVG.	42	\$478	\$20,075

RENTS

Ownership projections.

UTILITIES BILL BACK

Estimated \$133/month/occupied unit.
Based on 80% recapture of Utilities expense
(Electric, Water, Sewer, and Trash)

LAUNDRY & OTHER INCOME

Estimated.

PROPERTY TAXES

2019 Annual property taxes quoted from the Maricopa County Treasurer.

UTILITIES & OPERATIONAL EXPENSES

Ownership forecast.



AREA DESCRIPTION

West Mesa Trailer Park is located at 835 West Main Street in Mesa, Arizona with easy freeway access to Loop 101 located two miles west of the property, provides a convenient commute to Downtown and Tempe. The Main Street Metro Light Rail provides additional transportation options for residents at the property. West Mesa Trailer Park is also close to major employers and points of interest, including schools, shopping, dining, recreational facilities and transportation networks.


The immediate neighborhood surrounding West Mesa Trailer Park comprises a mixture of single-family homes, multifamily projects, and commercial developments. Located in the central corridor of Mesa, residents have easy access to several popular golf clubs including the Westgate Painted Mountain Golf Resort, the Longbow Golf Club, the Alta Mesa Golf Club, and the Las Sendas Golf Club. Nearby grocery store options along Main Street include Safeway located at Dobson Road and Fry's Food and Drug Store located at Alma School Road, both located less than one mile west of the property. Additionally, Mesa Grand Shopping Center including Walmart Supercenter, Stonehenge Center, Starbucks, AMC Mesa Grand 14, and Michaels are all located five miles southeast of West Mesa Trailer Park. There are a number of shopping centers surrounding Deserama including the Macy's anchored Superstition Springs Center located ten miles southeast of the property, and Marshalls anchored Mesa Riverview, two miles north of the property.


Nearby hospitals include Promise Hospital of Phoenix located two miles northeast of the property and Banner Desert Medical Center, located three miles southwest. Banner Desert Medical Center is the largest hospital in the East Valley with over 6,100 employees, and is the largest employment contributor to the area, second only to the Mesa Public School System.

Mesa is the third largest city in Arizona with a current population nearing 500,000 and a labor force of over 300,000. Downtown Mesa is undergoing a dramatic revitalization effort and recently completed the Mesa Aquatic Center and a \$94 million Mesa Arts Center. West Mesa Trailer Park is located within two miles of the Fiesta Quadrant Employment Center. This center is a hub for advanced business, financial, health care and retail services. Mesa Community College-Red Mountain Campus is minutes away from West Mesa Trailer Park and occupies 98 acres and provides a wide range of educational opportunities and employment in northeast Mesa. The City of Mesa boasts a highly educated work force with more than 69,065 professionals (age 25+) with Bachelor's Degrees or higher (23.6% of the population).

 **272,968**
WORKFORCE
WITHIN 5 MILES
 SOURCE: COSTAR


15,656
BUSINESSES
WITHIN
5 MILES
 SOURCE: COSTAR

TRAFFIC COUNT PER DAY
WEST ON
MAIN STREET
 **21,668**
 SOURCE: COSTAR

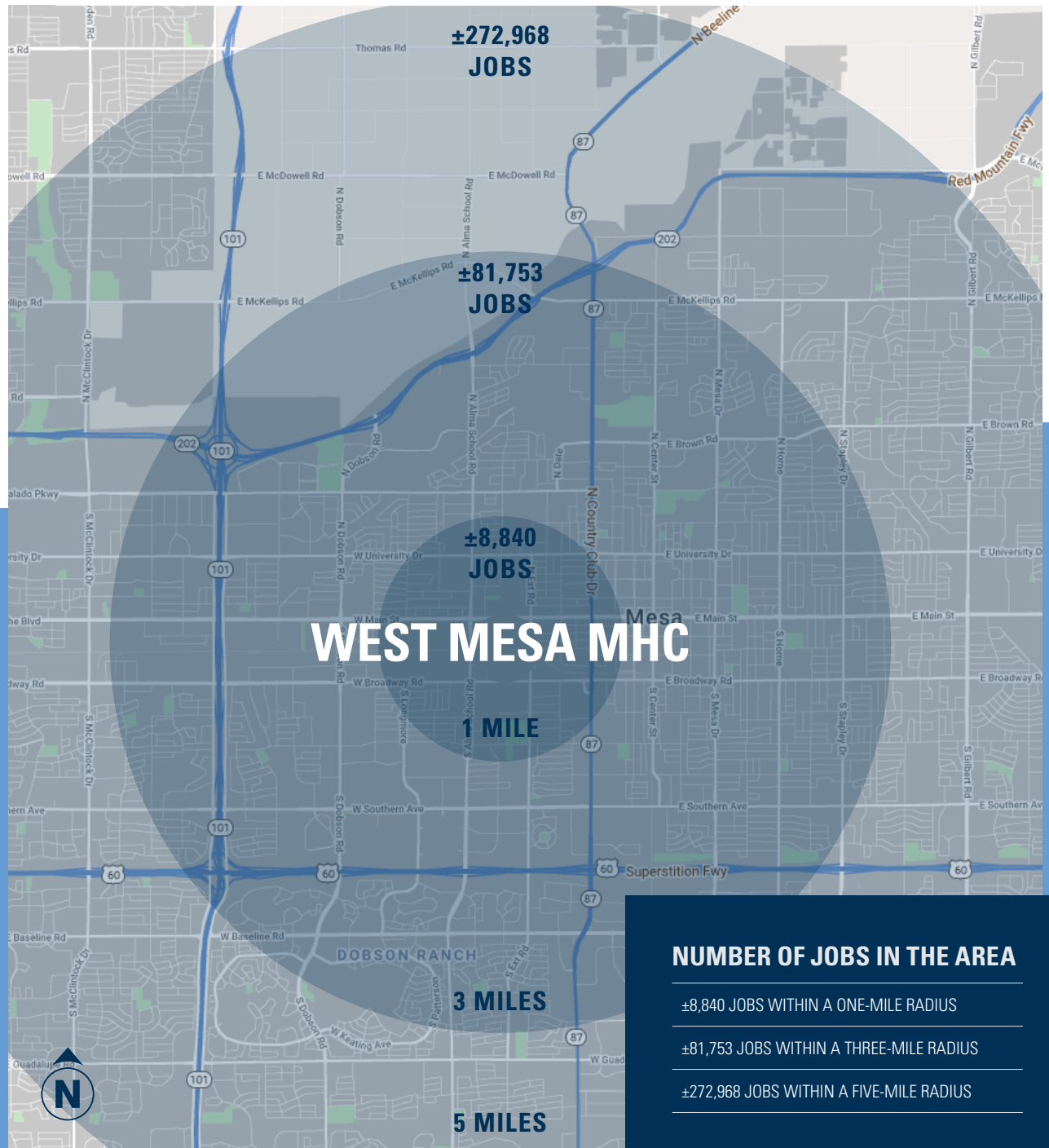
 **33**
AVERAGE AGE
WITHIN 1 MILE
 SOURCE: COSTAR

\$183,000 
SF HOME
MEDIAN
SALE PRICE
 SOURCE: ZILLOW/85201

\$46,843
MEDIAN
HOUSEHOLD
INCOME
WITHIN
5 MILES
 SOURCE: COSTAR

 **8.87%**
2019 - 2024
POPULATION
GROWTH
 SOURCE: COSTAR

96%
SUBMARKET
OCCUPANCY
 SOURCE: COSTAR



NUMBER OF JOBS IN THE AREA

±8,840 JOBS WITHIN A ONE-MILE RADIUS

±81,753 JOBS WITHIN A THREE-MILE RADIUS

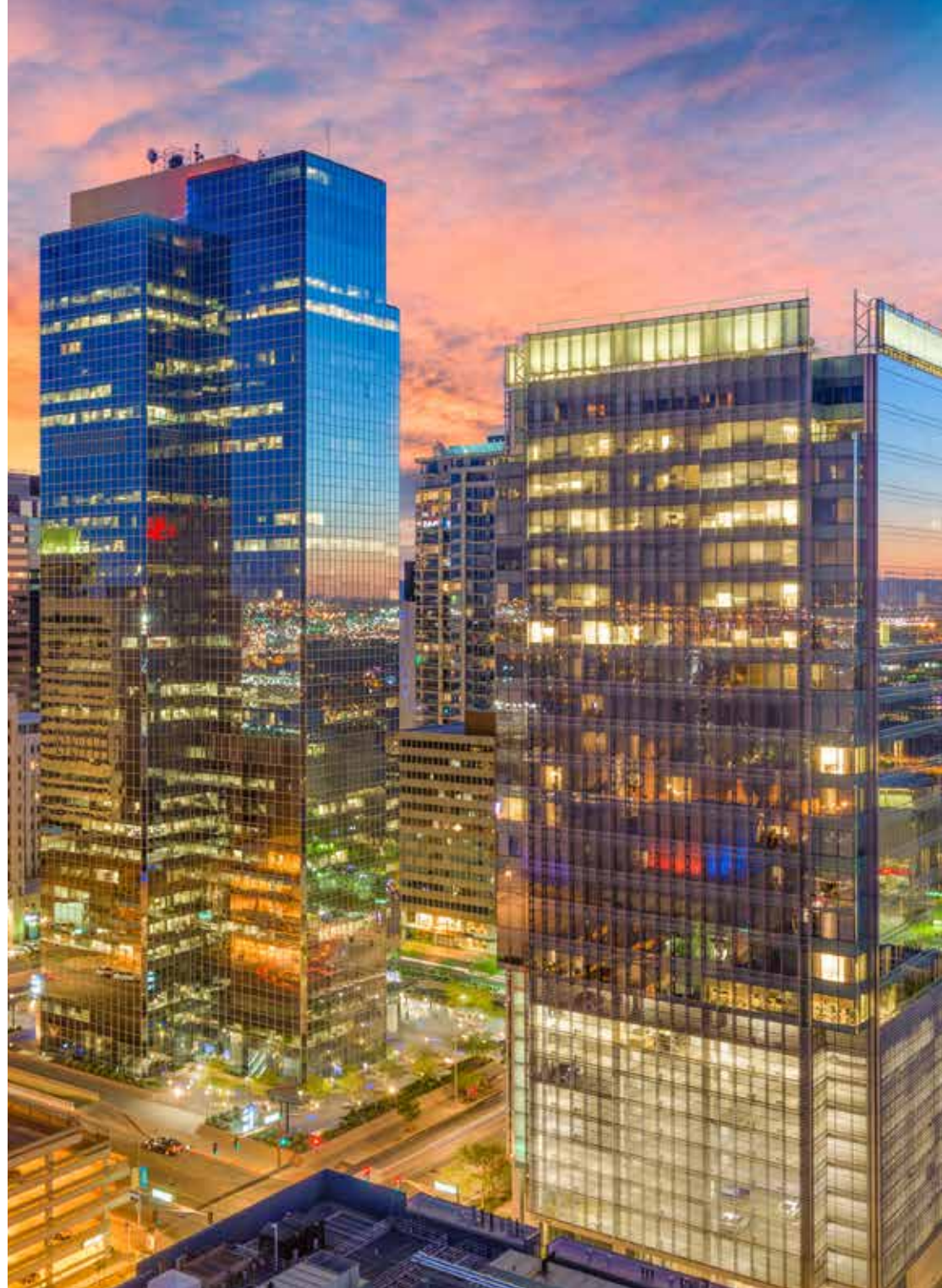
±272,968 JOBS WITHIN A FIVE-MILE RADIUS

DRIVEN BY GROWTH

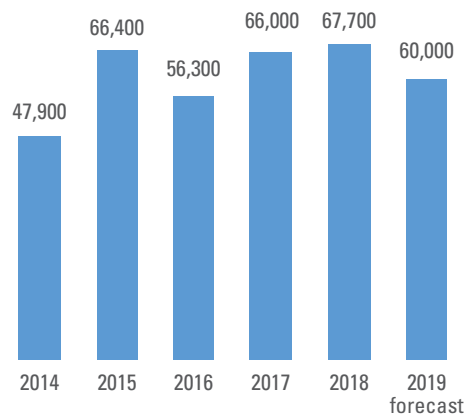
MARICOPA COUNTY LED THE COUNTRY IN POPULATION GROWTH

Phoenix is a classic growth market, highlighted by robust growth during economic expansions. The market certainly finds itself in an expansionary period right now, with nation-leading population growth and annual growth has averaged nearly 3 percent—or gains of 55,000 net new jobs per year—since 2012.

The bulk of Greater Phoenix's more than 4.5 million residents live in Maricopa County, and that figure is on the rise. Maricopa County led the country in population growth in each of the last three years measured (2016-2018), with the county adding more than 81,000 residents in 2018. The Phoenix metro area has posted the second-greatest population growth in the U.S. trailing only Dallas-Fort Worth.



PHOENIX MSA EMPLOYMENT GROWTH (#)

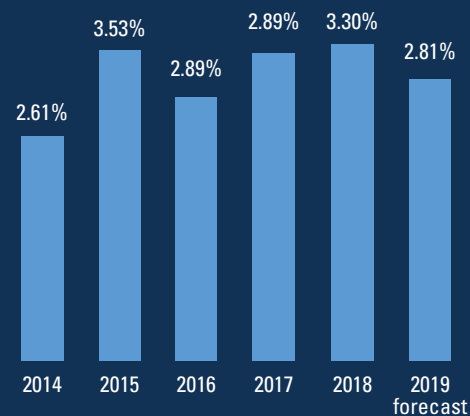


A DIVERSE GROUP OF INDUSTRIES & EMPLOYERS

Part of the reason the Greater Phoenix economy is expanding is that the area features a diverse group of industries and businesses. The largest employer, Banner Health Systems, continues to expand throughout Arizona. Other prominent healthcare companies, HonorHealth and Dignity Health are among the largest employers in the Valley of the Sun. Major grocers such as Kroger/Fry's and Albertson's/Safeway are also prominent employers as well as Walmart.

The Greater Phoenix area also has a thriving professional/financial services industry. Wells Fargo and Bank of America have thousands of workers in the Phoenix metro area. State Farm is making the biggest splash, with the company ultimately expanding to 8,000-10,000 workers at its Regional Headquarters at Tempe Town Lake. A few other prominent insurance/financial firms are expanding in the area, including USAA, Nationwide Insurance, Freedom Financial, and Northern Trust.

PHOENIX MSA EMPLOYMENT GROWTH (%)



No. 04

**Best City for
Young Professionals**

Forbes, 2017

No. 19

**Best Places to Live in
the U.S.**

U.S. News & World Report, 2019



**Most Tax-Friendly States in
the U.S.**

Kiplinger, 2018

No. 17

**Best Places to Retire in
the U.S.**

U.S. News & World Report, 2019

No. 16

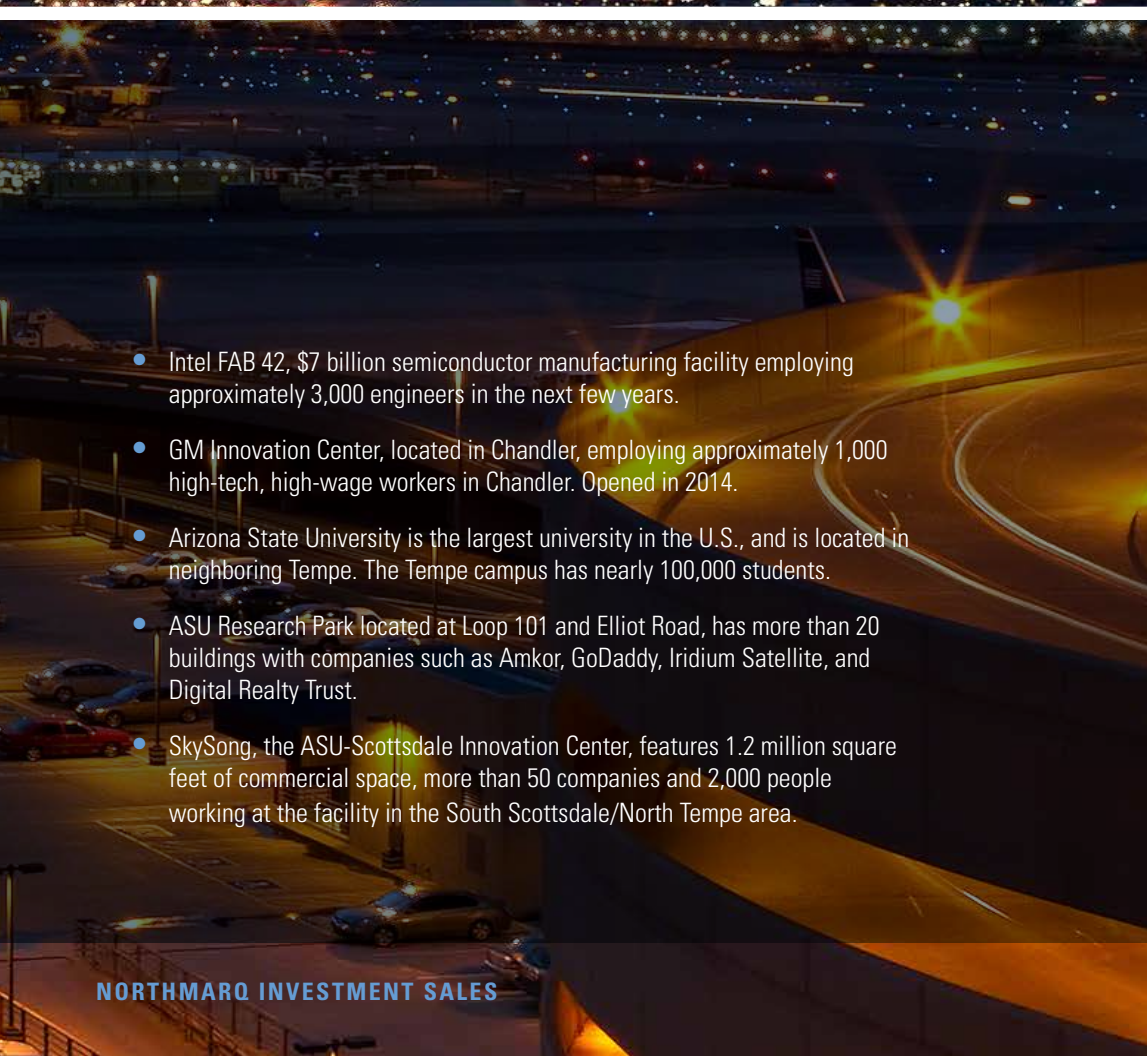
**Arizona Ranks as the
#16 Best Economy**

U.S. News & World Report, 2019



WEST MESA TRAILER PARK IS WITHIN EASY ACCESS TO MAJOR EAST VALLEY ECONOMIC HUBS INCLUDING MESA, PHOENIX, AND CHANDLER:

- Sky Harbor International Airport—one of the top-ten busiest airports in the nation with more than 120,000 passengers daily (44 million annually), over 50,000 employees and a daily economic impact of \$106 million (\$38 billion annually).
- Superstition Springs Center, a 550,000 square foot regional mall with 100+ shops.
- Cactus League Spring Training Complex - 200,000+ attendees each spring.
- Eastmark - Five square mile master plan community in Mesa.
- Chandler Fashion Center, a 1.1-million square foot regional mall, featuring tenants such as Macy's, Nordstrom, Dillard's, Barnes & Noble, Apple Store, lululemon, and dozens of dining options.
- Apple Data Command Center - \$2B, 1.3-million square foot plant to add 500+ jobs.
- Banner Health—the largest private employer in the state—is building a new \$150-million hospital at southeast corner of Alma School Road and Loop 202, next to existing Banner Health Center-Chandler.
- The new Banner Health facility is expected to employ approximately 650 people, representing payroll of \$340 million.
- Dignity Health's Chandler Regional Medical Center has 339 beds, 2,500 employees and nearly 1,000 doctors on staff. The hospital was expanded with the addition of a 96-bed tower, that cost \$125 million and added 200 employees in 2015.
- The \$160-million Chandler Viridian mixed-use project is bringing jobs and amenities to Chandler. The project includes 250,000 square feet of Class A office space, with tenants including engineering firm Stantec and co-working facility Workuity. Also included in the project is a 136-room Cambria Hotel and restaurants.



- Intel FAB 42, \$7 billion semiconductor manufacturing facility employing approximately 3,000 engineers in the next few years.
- GM Innovation Center, located in Chandler, employing approximately 1,000 high-tech, high-wage workers in Chandler. Opened in 2014.
- Arizona State University is the largest university in the U.S., and is located in neighboring Tempe. The Tempe campus has nearly 100,000 students.
- ASU Research Park located at Loop 101 and Elliot Road, has more than 20 buildings with companies such as Amkor, GoDaddy, Iridium Satellite, and Digital Realty Trust.
- SkySong, the ASU-Scottsdale Innovation Center, features 1.2 million square feet of commercial space, more than 50 companies and 2,000 people working at the facility in the South Scottsdale/North Tempe area.

NEARBY MAJOR EMPLOYERS



11,000
EMPLOYEES



4,335
EMPLOYEES



4,900
EMPLOYEES



8,185
EMPLOYEES



1,750
EMPLOYEES



1,700
EMPLOYEES



4,500
EMPLOYEES



1,650
EMPLOYEES

Bank of America



3,800
EMPLOYEES



1,625
EMPLOYEES



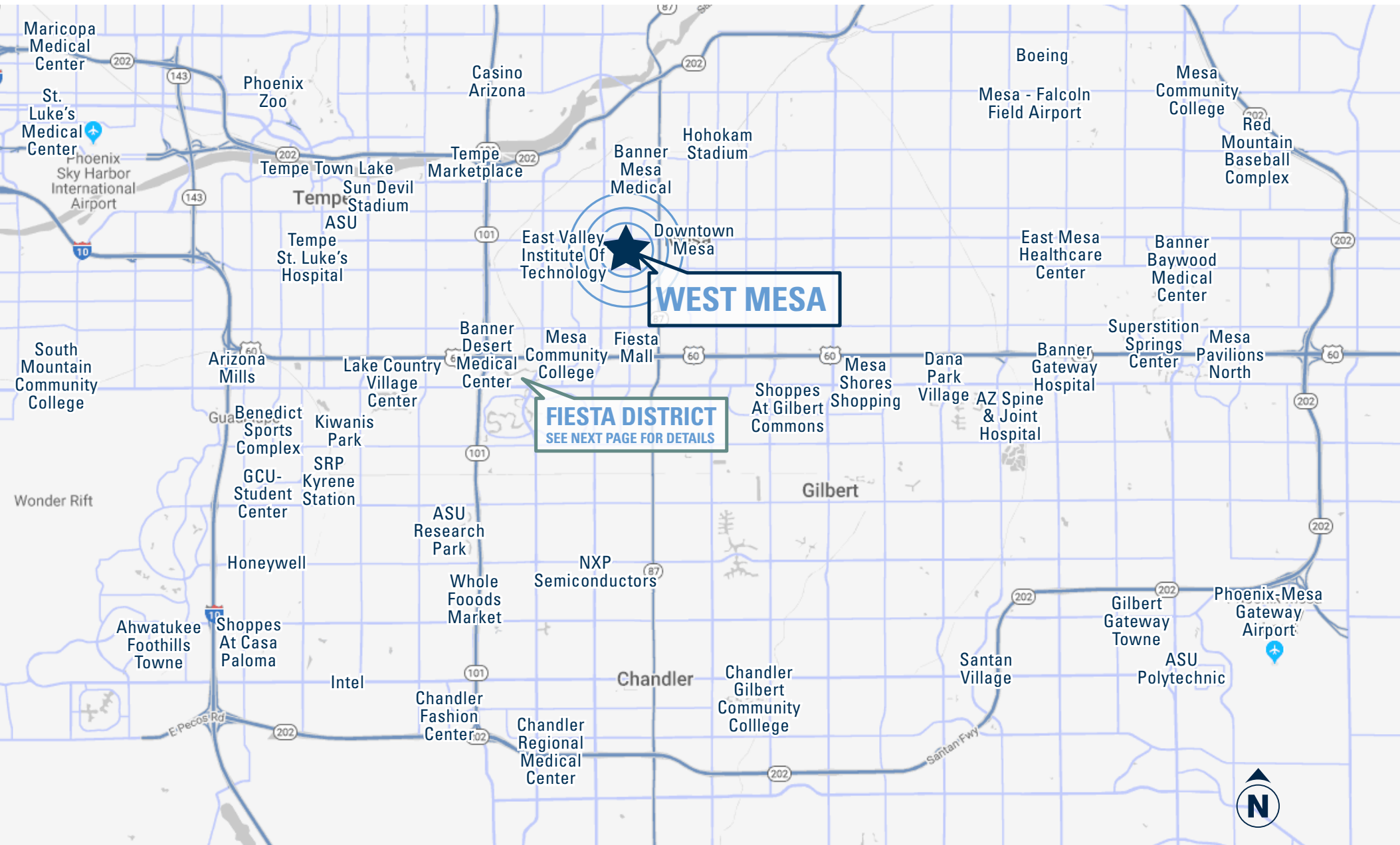
2,100
EMPLOYEES



2,100
EMPLOYEES



PHOENIX MSA REGIONAL MAP



Encompassing 1.15 square miles, the Fiesta District is reemerging as one of Mesa’s important business districts featuring cutting-edge industry clusters, skilled workforce, easy market access, extensive infrastructure, and ample executive hotel accommodations. Over the last several years, the area has seen more than \$519 million of redevelopment investment. With new Class A office space coming online, plus strategic redevelopment and adaptive-reuse opportunities available, the district is ripe for business locations and expansion.

FIESTA DISTRICT



OPPORTUNITIES

- 1 Fiesta Corporate Campus**
Three former retail box stores (Macy's, Best Buy/Dicks, Sears) are now controlled by one ownership group with a vision for Class A office space.
- 2 Campus @ US 60**
450K SF of space within the interior of Fiesta Mall is available for redevelopment.
- 3 Mesa Fiesta Center**
200K SF of vacant center to be redeveloped into Class A office space.

HOTELS

- | | | |
|---|---------------------------|----------|
| 1 | Courtyard by Marriott | 149 keys |
| 2 | La Quinta Inn & Suites | 125 keys |
| 3 | Residence Inn by Marriott | 117 keys |
| 4 | GreenTree Inn & Suites | 64 keys |
| 5 | Hilton Phoenix/Mesa | 261 keys |

COMPANIES & EMPLOYEES

Banner Health	5,130
24/7 In Touch	1,200
Santander Consumer USA	970
Mesa Community College	670
Dexcom	580
Mesa Unified School District	370
National General	350
Esurance	310

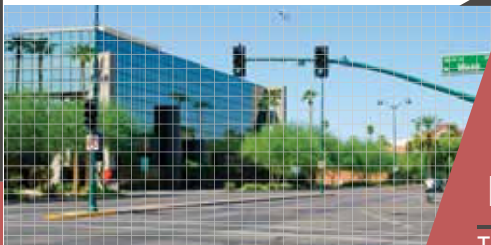
RECENT INVESTMENTS

- | | | | |
|--|--|--|---|
| 1 Mixed Use Redevelopment
\$400K investment with 2,200 SF at 2110 W. Southern Ave. Completed 2017. | 4 Mesa Community College Performing Arts Center
\$15M project - 462 seat theater. | 8 Santander Consumer USA
\$12M redevelopment project in a former retail space converted to 130K SF Class A office adding 970 new jobs. | 12 National General Lender Services
\$4.3M in renovations/tenant improvements. 70k SF Class A office space. 470 new jobs. |
| 2 Cardon Children's Medical Center Expansion
\$26.5M, 248 beds. Completed 2017. | 5 Mesa Community College Art Gallery
New art gallery and learning lab with capacity of 176 and 4,600 SF. | 9 Southern Avenue Street Improvements
\$25.8M project – Tempe Canal to Alma School Road. Phase II completion October 2016. | 13 New Multi-Family Development
220-unit, multi-family complex on the northwest corner of Alma School Road and Southern Avenue. To be completed 2020. |
| 3 Banner Desert & Cardon Children's Medical Center
Collective \$356M in recent renovations and remodels, making Banner Desert a level 1 trauma center. | 6 Mesa Community College Enrollment Center
17,000 SF registration facility to house all student enrollment services in one location on campus. | 10 Mesa Financial Plaza
16-story, 311,132 square foot, Class A office space sold in 2017 for \$23M. | |
| | 7 Mesa Community College Kirk Student Center
Remodel of the student center and five adjacent buildings. | 11 Southern Avenue Villas
\$41M investment – opened Summer 2016. Urban style, multi-family development, 354 units. | |

- 12 miles to Sky Harbor International Airport
- 46 RESTAURANTS
- 59 RETAIL STORES
- 5 HOTELS, 716 KEYS
- 2 HOSPITALS, 821 BEDS
- 20K STUDENTS MESA COMMUNITY COLLEGE

REDUNDANT FIBER: COX, CENTURYLINK, ZAYO
TRANSPORTATION CORRIDORS: US 60, LOOP 101, LOOP 202

LABOR FORCE WITHIN 30-MIN. COMMUTE: 1.45M,
43.3% WITH ASSOCIATE DEGREE OR HIGHER



GILBERT ROAD

TITLE

LIGHT RAIL EXTENSION

TYPE



PROJECTS

PROJECT FACTS

1.9

MILES

2

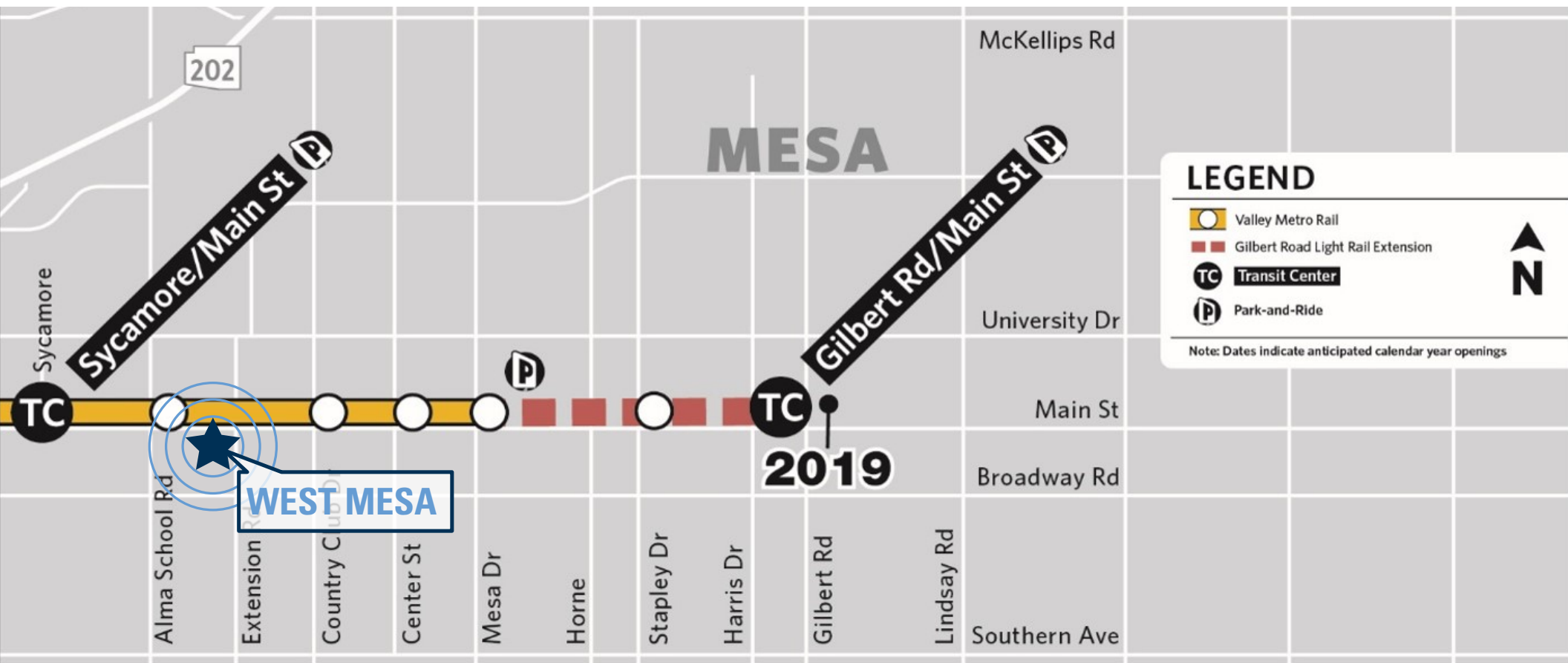
STATIONS

1

PARK-AND-RIDE/
TRANSIT CENTER

The Gilbert Road Extension was completed May of 2019 and extend the light rail on Main Street from Mesa Drive to Gilbert Road in Mesa. At Gilbert Road, there are significant transit connections and the ability to serve the growing transit demand in the East Valley. This extension attracts new riders and increase development opportunities in central Mesa.

FACT SHEET / Q1 2018



GILBERT ROAD STATION- SOUTH ELEVATION



NW perspective



**WEST
MESA
TRAILER
PARK**

N

WEST MESA MHC AERIAL & PARCEL MAP





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