



OCOTILLO WELLS MH & RV PARK

5525 Split Mountain Rd • Borrego Springs, CA 92004

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OCOTILLO WELLS MH & RV PARK
Borrego Springs, CA
ACT ID ZAC0090412

Marcus & Millichap

INVESTMENT OVERVIEW



EXECUTIVE SUMMARY

VITAL DATA			
			Current
Total Price	\$1,295,000	Scheduled Gross Park Income	\$150,516
Down Payment	46%/\$595,000	Scheduled Gross Store Income	\$150,844
Loan Amount	\$700,000	Scheduled Gross Cash Sales	\$131,763
Loan Type	Seller Financing	Less Vacancy/COGS/Concessions	(\$164,281)
Interest Rate	I/O 5/6% 5/5 Years	Gross Operating Income	\$268,842
Term	Interest Only/10 yrs	Less Expenses	(\$125,650)
Monthly Payment	\$2,917	Net Operating Income (combined)	\$138,572
Total Spaces	50/Permitted for 75	Less Loan Payment	(\$35,000)
Price/Space/Business	\$25,392	Pre-Tax Cash Flow	\$108,192
Lot Size	9.98/.6056 Acres	Total Return (combined)	\$108,192
Year Built/Renovated	1949/1966	Cap Rate (MH/RV)	5.40%
Site Density @ 50 Sites	8.36	GRM	4.81
		DCR:	4.09
		Combined Net Income/Price Ratio	11.05%

SPACE MIX		
NO. OF SPACES	SPACE TYPE	LOT RENT
50	RV/TT/PM	\$195-598
	Storage	\$75
50		\$11,943 Monthly

The Park is permitted for 75 MH sites with drains. The Seller has combined 25 sites to create 50 larger (40X40) MH sites that are more competitive in the MH/RV site rental market.

MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES
Coachella Valley High School	350
Red Earth Casino	300
Grimmway Enterprises Inc	182
Borrego Sprng Unified Schl Dst	145
Borrego Medical Center	140
Imperial Co Sheriffs Dept	122
North Shore Living Herbs	110
Riverside County Fire Dept	100
Internatl Pvmnt Slutions Inc	80
Sea View Elementary School	78
Rams Hill Country Club	60
Westshores High School	45

DEMOGRAPHICS

	5-Miles	15-Miles	25-Miles
2020 Estimate Pop	461	2,273	13,029
2010 Census Pop	395	2,126	11,666
2020 Estimate HH	288	1,140	5,044
2010 Census HH	244	984	4,372
Median HH Income	\$29,373	\$39,992	\$37,403
Per Capita Income	\$25,220	\$46,494	\$25,679
Average HH Income	\$39,534	\$51,469	\$55,982

INVESTMENT OVERVIEW

Ocotillo Wells MH/RV Park & Store is an all age, 75 site Mobile Home Park with a single family residence and convenience store located in Ocotillo Wells (near Borrego Springs), California. Built in 1949 & renovated in 1966, the property sits on 9.98 acres with a site density of 8.36 site per acre on the fully developed acreage (6 acres of the 9.98 acres). The park has .6056 acres of access road included in the price and the remaining four (4) vacant acres. The Park has RV's travel trailers and park model homes on the 50 Mobile Home sites. The Park is permitted for 75 MH sites with drains. The Seller has doubled up 25 of the sites to create 50 sites that measure from 40X40 to 60X60 with the majority at 40X40.. Some of the homes occupy three (3) sites (additional rent is collected for triple occupancy). There are only three (3) permanent residents who live at the park year round. Most of the residents stay at the park during the winter or weekend for off-road and ATV activities. The community has 35 weekenders who pay a discounted (average \$215) monthly rent. There is one park owned home (POH) which is not (#64/65) included in the price and the Seller will need six (6) months of free rent and utilities to relocate the home after C.O.E.

The amenities at the community include a swimming pool, barbecue area, 1,600 SQ' recreation/utility room, showers and laundry facilities. The recreation/utility room has a new roof installed in 2012. There is a 1200 sq ft, 1 bedroom/1 & ¾ bath single family residence attached to the 1,200 SQ' store. A new roof on the house & store was installed in 2012. In 2018, the laundry/restroom building roof was reconstructed with new 2X6 rafters, insulation, drywall, plywood sheeting and rolled roofing, The are three (3) non-permitted pool sites that are underwritten into the revenue stream.

The Mobile Home site measurements range from 20' to 30' wide and 35' to 60' deep. There are four (4) storage spaces that can be rented for additional income. The park has 30 amp electrical service to most of the sites. One site has a 50 amp electrical service. The electricity is master metered and the cost is included in the rent. Septic service, water and trash are included in the monthly rent. There is no natural gas service at the community. The Residents supply their own propane.

Ocotillo RV/MH & Store is best suited for a Live on Site Operator that can manage the park and the store. The onsite living accommodations are inviting and the seasonal months are active. Many (if not all) of the previous owners have lived onsite until they could create an experienced and dependable on site team to assist them in the year round operation of the property. The Seller is available to assist the Buyer in the transition of the management of the MH/RV Park and the operation of the store. The Seller and Buyer will work together on the bulk sale transfer of the store inventory and the ABC Beer & Liquor License.

INVESTMENT HIGHLIGHTS

- 9.98 Acres Plus .6 Acres Used for Deeded Access to Off-Road Recreations Area
- 50 Sites are Built on 5.98 Acres with Site Density of 8.36 Sites/Acre. There are four (4) vacant acres.
- Full Amenity Package: Recreation/Utility Building, Pool, Restrooms, and Laundry Facility
- On-Site Well with One Storage Tank. Newer Septic System with Leach Field.
- There are no electrical submeters at any of the MH/RV Sites.
- 1200 SQ' Convenience Store with Modern Displays, Grocery and Sundrey Sales
- Ideal Situation for Owner/Operator
- Seller will Finance \$700,000 @ 5% Years 1-5 and 6% years 6-10. All Payments will be interest only or more.





The Ocotillo Wells MH/RV Community has an on-site well with a 1500 gallon storage tank. The 5300 gallon tank is not operable and needs to be reinstalled correctly. The well number is # 370-1882. The septic system is composed of four tanks with leach fields. One of the tanks/ leach field is on the adjoining land, not the subject property. The Seller has a previous septic report and will split the cost of septic certification with the Buyer. The well information is also available on the due diligence portal.

The property has a 1,200 SQ' General Store that services the park and the town of Ocotillo Wells. It is one of the primary retail stores in town which sells groceries, beer, wine, equipment for off-road vehicles and camping gear. The store operates five (5) days a week (closed Monday-Tuesday). During the 2020 Season, the store's net income was \$282,607. The store inventory and equipment (non-lease) are included in the purchase price and its profit is underwritten into the net operating income.

The streets are lined with mature Mesquite, Ironwood and Cedar trees throughout the community. The site is level with street grade and has adequate surface sheet drainage from west to east.

Four (4) of the acres included in this sale are vacant land and could be developed for recreational vehicle storage or the additional 25 MH/RV sites. There is a need in the area for storage units for weekenders who want to store their off-road vehicles. The County of San Diego may be willing to consider issuing permits for 25 additional RV or MHP sites in this location to allow the park to remain at 75 sites. The Park abuts the Ocotillo Wells State Vehicular Recreation Area.

The Community caters to winter visitors and weekend off road, All Terrain Vehicle (ATV) activities. Approximately 1.9 million visitors come to this area per year to ride ATVs, dirt bikes and sand buggies on the off-roading trails and sand dunes.

The park is located in Ocotillo Wells, California along State Route 78, three miles west of Imperial County, approximately 20 miles from Borrego Springs City Center, and 100 miles from San Diego.

This investment provides an opportunity for consistent cash flow for an owner-operator that lives at the property to run the business and operate the park.

ADDITIONAL PROPERTY INFORMATION

- The park has copper wire in conduit (needs to be confirmed) with underground feed from the electrical panels. The seller has added additional voltage and amperage to accommodate the HVAC demands for the store and living quarters.
- The park is open year around. The store services the local area.
- The park is crawling distance from the only bar in Ocotillo Wells.
- The store has a beer & wine ABC license and a tobacco permit.
- There is no natural gas service at the park. The park & sites use propane.
- There is a restroom facility for men and woman with showers.
- There is a laundry room with washers and dryer owned by the park. The laundry generates approximately \$2000 per year.
- The park is family oriented. Most of the sites have fenced yards and cement pads. The sites will accommodate single-wide homes, park models, travel trailers and RVs.
- The park has a permit for 75 home sites, twenty-five (25) of which have been doubled up into 50 spaces.
- There are 50 sites in the main portion of the park and three (3) full service sites around the club house/pool area. The revenue from these sites is underwritten into the budget revenue stream.
- The weekenders have no charge for the electrical on the weekends only. There is an option to have electric for the entire month for an additional \$25/month.

Common Area Amenities

- 2400 SQ' Full Service Store and Owner's Unit
- Pool and BBQ Area. 1600 SQ' Clubhouse & Utility
- Restroom with Showers
- Laundry with 3 Washers & 3 Dryers
- Immediate Access to 82,000 Acre State Park
- Beer & Wine License
- Mature Tree Canopy with Park-Wide Irrigation
- Family Environment



Unit Amenities

- Fenced Yards
- On-Site Storage Buildings
- 30-50 Amp Service
- Water, Septic & Trash Service Included in the Rent
- Cement Pads in Many Sites

-List of Features & Disclosures-

- 75 permitted MH sites with drains per HCD. Downsized to 50 sties with double-up combinations.
- Two parcels: 253-11-02-00 at 9.98 acres and 253-111-21-00 at .6056 acres
- The park is constructed on the 9.98 acres and the .6056 acres is composed of a 10x1318 lineal foot access road on the north boundary of the park and a 10x1318 lineal foot access road on the east boundary of the park. Density equals 8.36 sites per acre based on 50 sites on 5.98 acres with 4 acres of storage/open area
- The park owns 649 lineal feet of Split Mountain Road which abuts the west boundary of the park. The park has given the County of San Diego an easement to use this portion of the road and the County maintains the road surface.
- The park has a well and 1500 gallon storage tank. One septic tank/leachfield is located on the adjoining property on the N/E corner of the Plat Map.
- The park is in close proximity to Ocotillo Wells State Vehicular Recreation Area. This 82,000 acre State Park is the largest off-road venue in the State of California.
- The park has four (4) septic tanks and leach lines. Seller will split the cost of the certification of the septic system.
- The store and owner's unit are in a 2400 SQ' building located at the entry to the park. The building is made of desert stone and mortar and has a new roof installed in 2009.
- The owner's quarters are 1200 SQ' with a large living room with a fire place, a modern kitchen with a dining area, one large master bedroom, a large master bath with soaking tub, a storage room with a commercial sink for store and home use, a hallway with ample closet storage and a 3/4 bath. The units is in good condition and has an extensive patio, garden and fountain area off the living room & kitchen..
- The store is modern and has ample display area for food and sundry products. The store and owner's quarters have HVAC and swamp cooling and there is an in-store freezer unit. The Pepsi vending machines are owned by the vendor as is the ice cream freezer and two (2) of the ice merchandising units. The seller owns the Coke machine.
- There is a 1600 SQ' recreation room with a one half bath which offers 800 SQ' of club house and 800 SQ' of utility usage. This one story building has masonry construction and was built in 1965. There was a new roof installed in 2012 and the building does not have HVAC.
- There is a shallow pool in the recreation area that has the required drainage system installed. The pool is not heated. The recreation area has a BBQ, benches, fenced glass play area and overhead shade.
- The park has sprinkler irrigation around the community.
- There is an earthquake fault that runs through the park.
- The park is in a non-FEMA rated flood zone. There is a water course that runs down the south road of the park. water will run through the park after heavy rain and exit the park into the desert floor.
- The park has 30 Amp service to all but one site which has a 50 Amp service.
- The Seller is certified to do all of the monthly, quarterly and annual water testing per county of San Diego requirements.

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community profile

Ocotillo Wells a paradise for off-road enthusiasts

By Megan Mattingly-Arthur

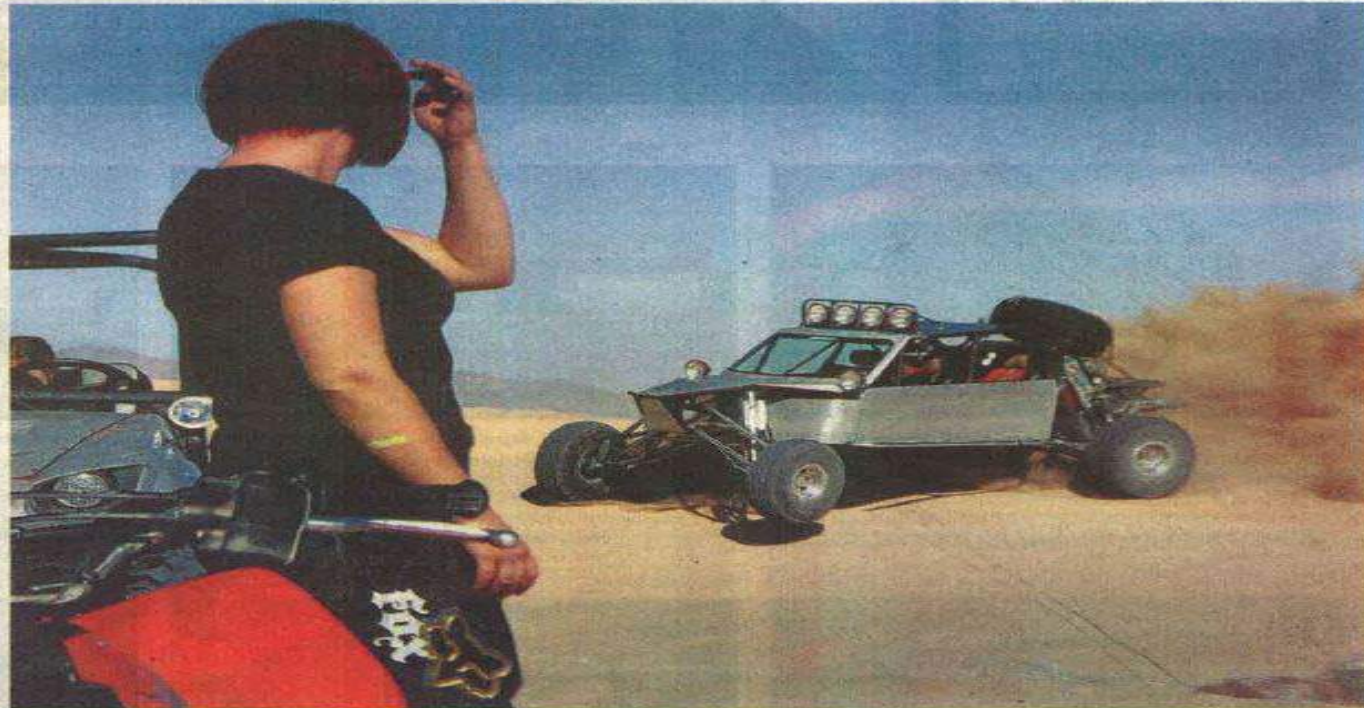
Located approximately two hours east of downtown San Diego — just 3 miles shy of the Imperial County line — Ocotillo Wells is an unincorporated community that's a popular getaway for off-road-vehicles enthusiasts.

The community is home to the Ocotillo Wells State Vehicular Recreation Area, which offers 85,000 acres of desert that can be explored by a wide range of off-highway vehicles.

Operated by California State Parks, the U.S. Department of the Interior and the Bureau of Land Management, the park boasts several intriguing terrain areas, including the Blow Sand Hill dune, the 200-foot granite and sand Devil's Slide island, the Barrel Springs mesquite sand dunes, Shell Reef, the volcano-like Gas Dome Trail; and the globular sandstone structures of Pumpkin Patch.

Ocotillo Wells State Vehicular Recreation Area also allows open camping. Water-filling stations are not available, but some areas do offer services. The Main Street, Quarry, Holly Road, Cove and Hidden Valley areas have vault restrooms and limited shade ramadas, while the Ranger Station Road and Holmes Camp areas offer pay showers. The recreation area is free for day use and open for camping seven days a week.

The small unincorporated community doesn't offer much



U-T File Photo

in the way of retail shops, but residents and visitors can find a limited selection of groceries and other conveniences at the Split Mountain Store. Ocotillo Wells also has a small neighborhood bar, known as the Iron Door, that serves beer and features two pool tables.

The area is also served by the Ocotillo Wells County Airport, which has two dirt runways. The county-owned, public-use airport averaged approximately 68 op-

erations per month in 2010. The Ocotillo Wells County Airport is a perfect way for recreation enthusiasts to access the area.

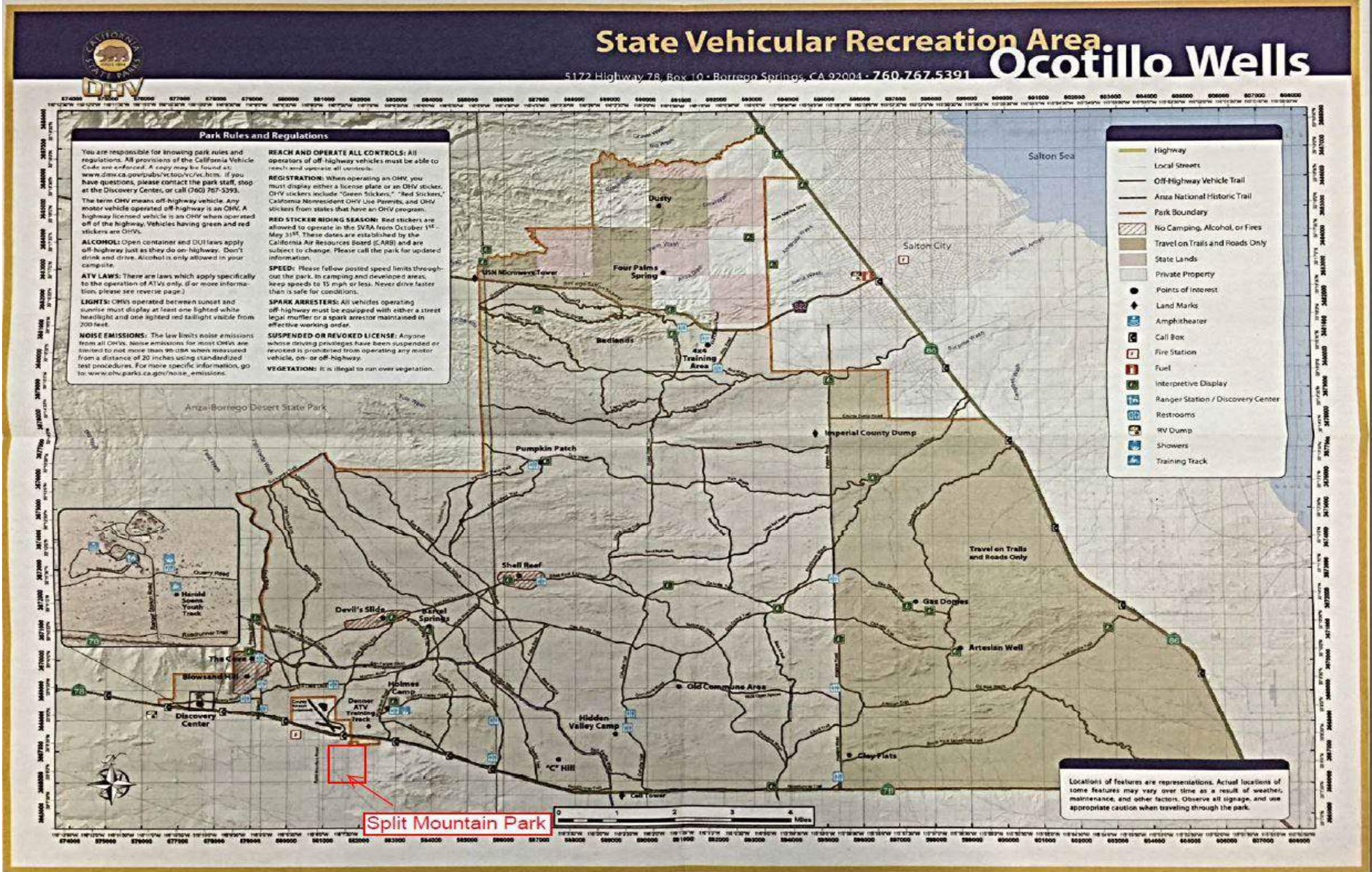
Off-road enthusiasts who aren't interested in camping can take advantage of another popular area landmark — the Desert Ironwoods Resort. The resort has a motel and RV park, general store and swimming pool.

Ocotillo Wells has a lot of interesting character, but it lacks the population to warrant its

own schools. Public school students in the area are served by schools in the Borrego Springs Unified School District.

For more information on the Ocotillo Wells State Vehicular Recreation Area, call (916) 324-4442, email ohvinfo.ohv@parks.ca.gov or visit ohv.parks.ca.gov/?page_id=1217.

To learn more about the Ocotillo Wells County Airport, visit sandiegocounty.gov/dpw/airports/ocotillo.html.



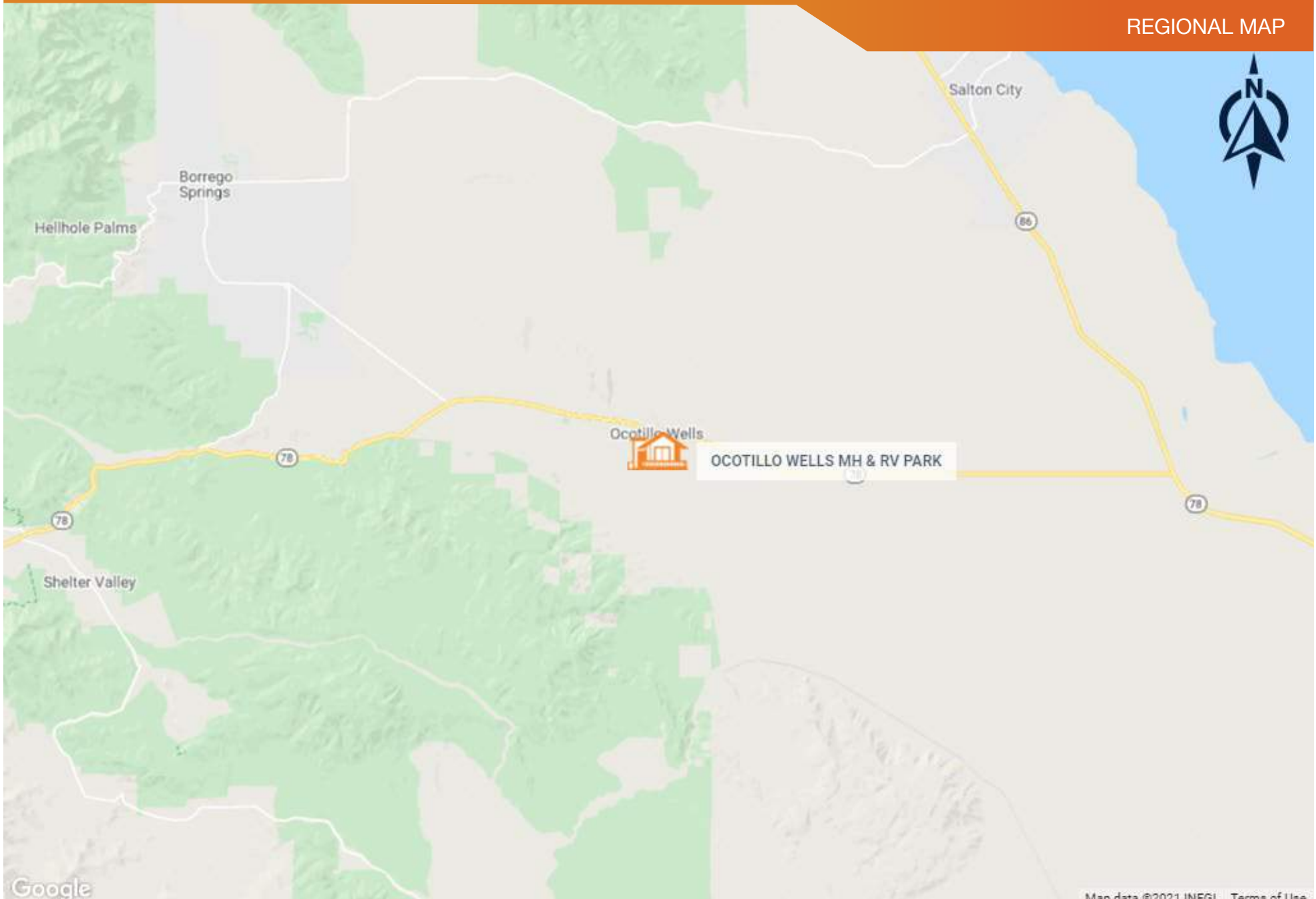
PROPERTY SUMMARY

THE OFFERING	
Property	Ocotillo Wells MH & RV Park
Price	\$1,295,000
Property Address	5525 Split Mountain Rd, Borrego Springs, CA
Type of Park	Mobile Home/RV Park & Store
Assessors Parcel Number	253-11-02-00 / 253-111-21-00

SITE DESCRIPTION	
Number of Spaces	50
Vacant Homes	0
Number of POH	1
Year Built/Renovated	1949/1966
Lot Size	9.98
Type of Ownership	Fee Simple
Spaces/Acre (50 Sites)	8.36
Parking	Ample

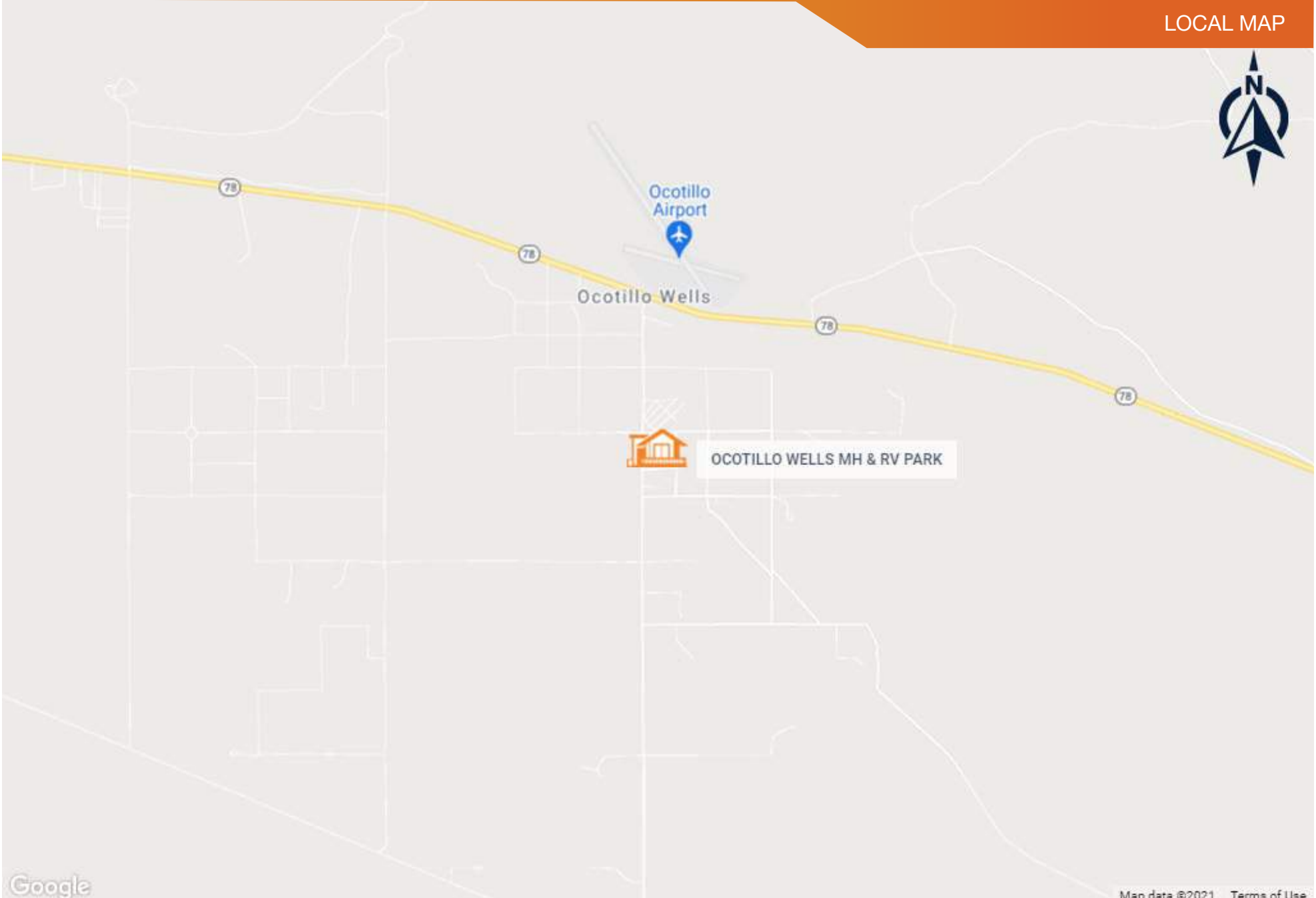
UTILITIES			
	Paid By	Meter	Other
Water	Landlord	No Sub-Masters	Well/Storage Tanks
Electric	Landlord	Master	Imperial Irrigation District
Gas	Tenant	Propane	Tenant Provided
Septic	Landlord	Septic non- metered	Tanks/Leach Fields
Trash	Landlord	Bin Served	Allied Waste
Cable TV	Tenant	Satellite	Direct TV





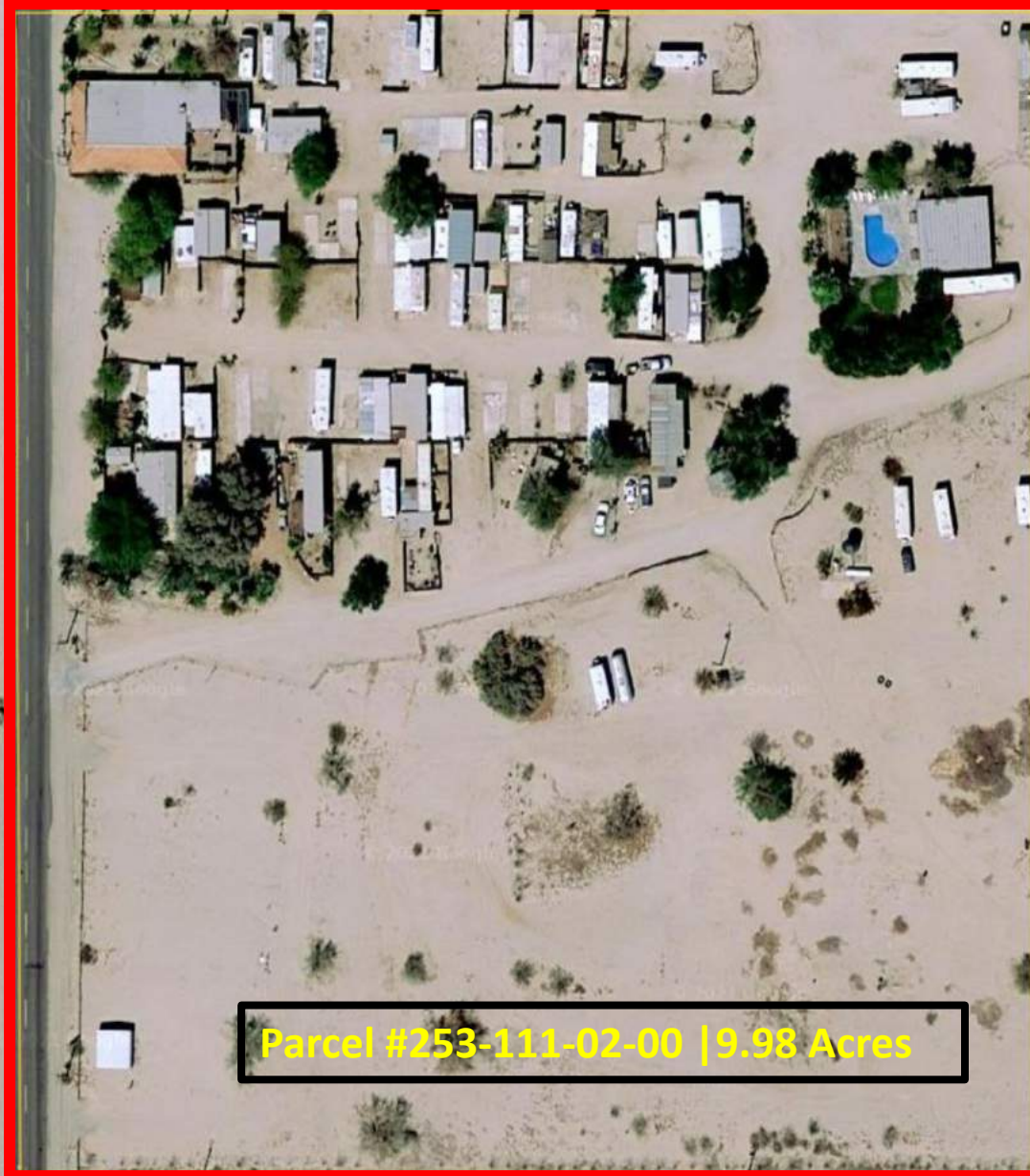
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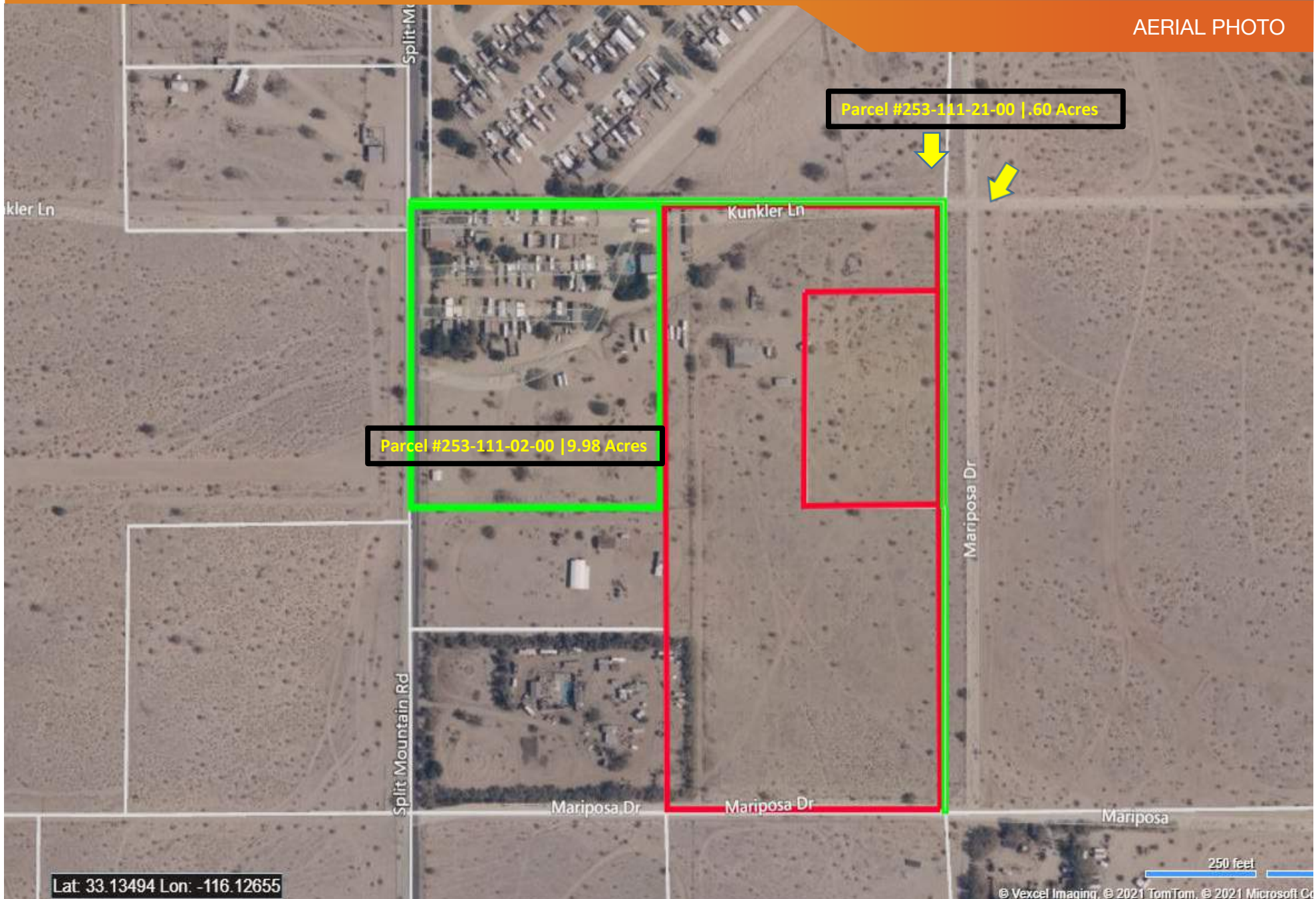


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Parcel #253-111-02-00 | 9.98 Acres

























FINANCIAL ANALYSIS



RENT ROLL SUMMARY

SP#	Rent	
1	House Yard	
2/3	\$ 260.00	
4/5	\$ 215.00	V
6/7	\$ 215.00	
8/9	\$ 215.00	
10/11	\$ 215.00	
12	\$ 215.00	Weekender
13	\$ 215.00	Weekender
14	Laundry Room	
15/16	\$ 215.00	Weekender
17/18	\$ 315.00	
19	\$ 215.00	Weekender
20	No Site	
21/22	Store Room	
23/24	\$ 215.00	Weekender
25	\$ 500.00	Permanent
26/27	\$ 215.00	
28/29	\$ 215.00	Weekender
30/31	\$ 215.00	
32/33	\$ 215.00	Weekender
34	\$ 200.00	
35	\$ 215.00	
36	\$ 215.00	V
37	Storage Shed	
38/39	\$ 215.00	Weekender
40/41	\$ 215.00	Permanent
42	\$ 215.00	Weekender
43	\$ 210.00	Weekender
44/45	\$ 215.00	Weekender
46/47	\$ 215.00	Weekender
48	\$ 500.00	Permanent
49	\$ 215.00	Weekender
50	\$ 300.00	Weekender

SP#	Rent	
51/52	\$ 285.00	Weekender
53	\$ 210.00	Weekender
54	\$ 215.00	Weekender
55	\$ 215.00	Weekender
56/57	\$ 215.00	Weekender
58	\$ 215.00	Weekender
59	\$ 195.00	Weekender
60	\$ 215.00	Weekender
61 A & B	\$ 215.00	Weekender
62/63	\$ 300.00	Weekender
64/65	\$ 500.00	V-SELLER OWNED/NOT FOR SALE
66/67	\$ 215.00	Weekender
68	\$ 215.00	Weekender
69	\$ 598.00	Permanent
70/71	\$ 315.00	Weekender
72	\$ 215.00	Weekender
73	\$ 215.00	Weekender
74	\$ 195.00	Weekender
75	\$ 275.00	Weekender
Pool Sites		
A	\$ 215.00	Weekender
B	\$ 215.00	Weekender
C	\$ 215.00	V
Storage		
1	\$ 75.00	
TOTAL	\$12,543.00	

SP#	Rent
50	\$12,543.00

V	Vacant 4/5, 36, C, 64/65
S	Park Storage
RS	Rental Storage

V = \$1145

Notes:

There are fifty (50) double-up sites which increase the size of the sites from 20 x 40 to 40 x 40. Twenty-five (25) of the existing sites have been combined with the adjoining site to create a larger space.

The Pool Sites are not permitted and have full hook-ups for water, septic and electricity.

The park model one, site 64/65, is owned by the seller and is vacant. It will be moved off-site within 6 months after C.O.E. No charge for Rent or Utilities during this period.

The HCD Permit is for 75 MH sites. The seller is investigating the ability to add 25 sites on the vacant four (4) acres to maintain the site count at 75.

PROFIT & LOSS

Income	2018 Actuals	2019 Actuals	2020 Actuals	RV Park Estimate	C-Store Estimate	Combined Estimate
RV Park Rents	\$ 100,535	\$ 124,196	\$ 112,085	\$ 150,516	\$ -	\$ 150,516
Store Sales	\$ 228,020	\$ 233,308	\$ 150,844	\$ -	\$ 150,844	\$ 150,844
Cash Sales	\$ -	\$ -	\$ 131,763	\$ -	\$ 131,763	\$ 131,763
COGS	\$ (129,540)	\$ (129,730)	\$ (150,541)	\$ -	\$ (150,541)	\$ (150,541)
Physical Vacancy	\$ -	\$ -	\$ -	\$ (13,740)	\$ -	\$ (13,740)
Economic Vacancy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cost of Goods Sold	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Income	\$ 199,014	\$ 227,774	\$ 244,151	\$ 136,776	\$ 132,066	\$ 268,842

Expenses	2018 Actuals	2019 Actuals	2020 Actuals	RV Park Estimate	C-Store Estimate	Combined Estimate
Advertising & Marketing	\$ 1,652	\$ 2,356	\$ 2,153	\$ 2,200	\$ -	\$ 2,200
Bank Charges & Fees	\$ 2,280	\$ 3,286	\$ 5,958	\$ 6,000	\$ -	\$ 6,000
Car & Truck	\$ 1,771	\$ 2,559	\$ 2,611	\$ 2,650	\$ -	\$ 2,650
Insurance	\$ 8,405	\$ 10,277	\$ 5,934	\$ 6,000	\$ -	\$ 6,000
Legal & Professional Services	\$ 2,070	\$ 2,255	\$ 250	\$ 1,000	\$ -	\$ 1,000
Office Supplies & Software	\$ 410	\$ 127	\$ 177	\$ 250	\$ -	\$ 250
Property Taxes	\$ 3,239	\$ 8,075	\$ 2,737	\$ 10,000	\$ -	\$ 10,000
Repairs & Maintenance	\$ 16,240	\$ 11,331	\$ 18,962	\$ 15,000	\$ -	\$ 15,000
State Tax	\$ 1,002	\$ 800	\$ 800	\$ 800	\$ -	\$ 800
Taxes & License	\$ 5,699	\$ 4,693	\$ 4,786	\$ 5,000	\$ -	\$ 5,000
Reserves	\$ -	\$ -	\$ -	\$ 7,500	\$ -	\$ 7,500
On Site Mgt	\$ -	\$ -	\$ -	\$ 15,000	\$ 10,000	\$ 15,000
Store Employee	\$ -	\$ -	\$ -	\$ -	\$ 31,000	\$ 20,000
Off Site Mgt	\$ -	\$ -	\$ -	\$ 6,500	\$ -	\$ 6,500
Payroll/WC	\$ -	\$ -	\$ -	\$ 1,875	\$ 3,875	\$ 3,750
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expenses	\$ 42,769	\$ 45,760	\$ 44,367	\$ 74,150	\$ 27,500	\$ 101,650

PROFIT & LOSS

Utilities	2018 Actuals	2019 Actuals	2020 Actuals	RV Park Estimate	C-Store Estimate	Combined Estimate
Utilities	\$ 26,637	\$ 26,388	\$ 23,982	\$ 14,000	\$ 10,000	\$ 24,000
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Utilities	\$ 26,637	\$ 26,388	\$ 23,982	\$ 14,000	\$ 10,000	\$ 24,000
Total Expenses Including Utilities	\$ 69,406	\$ 72,148	\$ 68,349	\$ 88,150	\$ 37,500	\$ 125,650
<i>% EGI</i>	34.87%	31.68%	27.99%	64.45%	28.39%	46.74%
Net Operating Income	\$ 129,608	\$ 155,626	\$ 175,802	\$ 48,626	\$ 94,566	\$ 143,192

MHP

PRICE	CAP	COST PER SITE
\$900,000	5.40%	\$18,000
GRM	EXP PER SITE	EXP / %
6.58	\$1,763	64.45%

STORE

PRICE	Net Income Multiplier	EXP %
\$395,000	4.17	28.39%

COMBINED

PRICE	NI/LP Ratio	COST PER SITE
\$1,295,000	11.06%	\$25,392
RV/Business Ratio	EXP PER SITE	EXP / %
70%/30%	\$2,513	46.74%

MARKET COMPARABLES

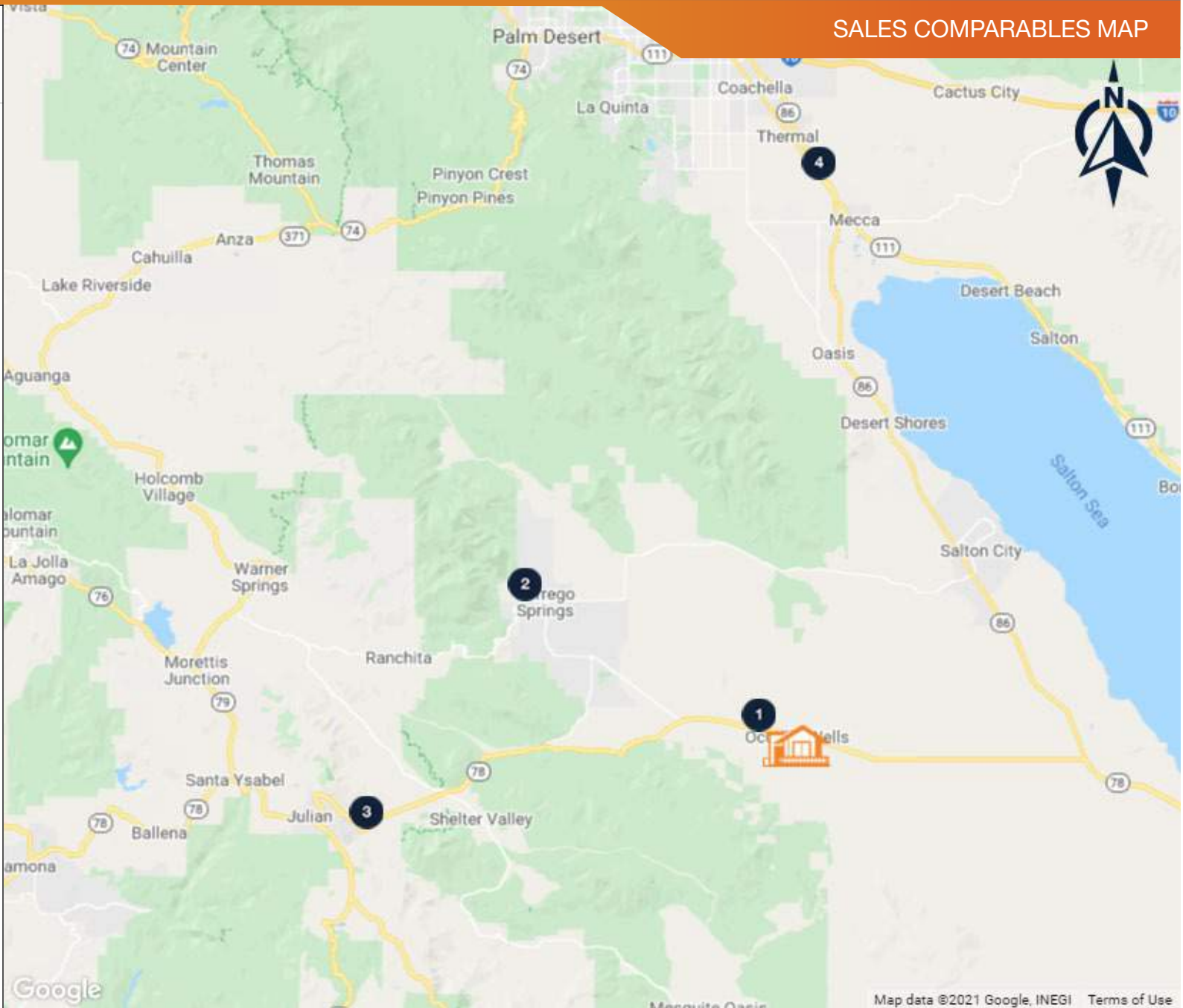




**OCOTILLO WELLS MH & RV PARK
(SUBJECT)**

- 1** Ocotillo Oasis Mobile Home Park
- 2** Sante Fe Palms MH & RV Park
- 3** Banner Ranch
- 4** Rancho Las Palmas

● SALES COMPARABLES

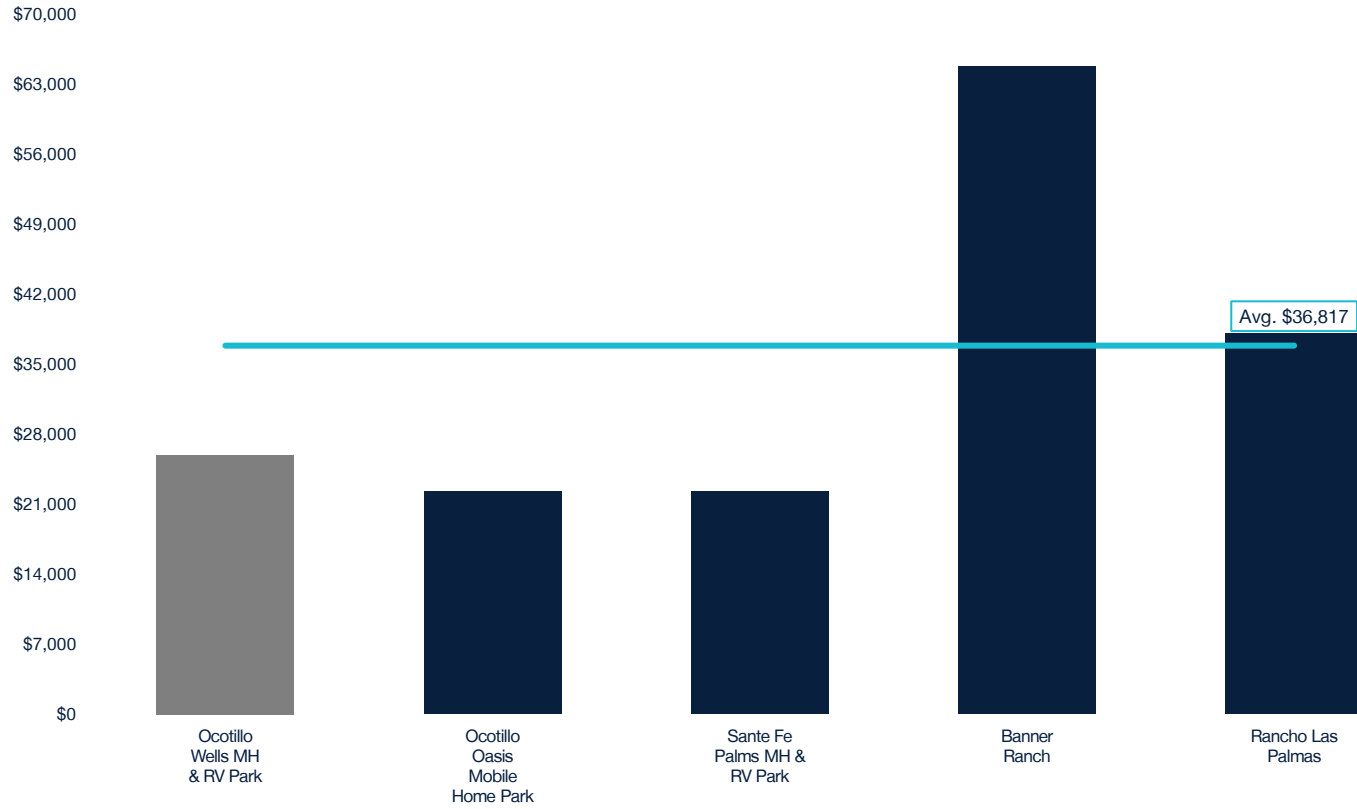


SALES COMPARABLES

SALES COMPS AVG

SALES COMPARABLES

Average Price Per Space



SALES COMPARABLES

OCOTILLO WELLS MH & RV PARK

5525 Split Mountain Rd, Borrego Springs, CA, 92004



Offering Price	\$1,295,000
No. of Spaces	50
Price/Space	\$25,900
Year Built	1952

Highlights

- Permitted for 75 sites.
- Twenty-five sites have been joined to the existing site.
- Site Density 50/5.98 acres.
- Owners Convenience Store.
- Seller financing for qualified Buyer .
- Well/Septic/Propane
- Mastered Meter Electric

OCOTILLO OASIS MOBILE HOME PARK

5145 Highway 78, Borrego Springs, CA, 92004



Close of Escrow	4/28/2021
Sales Price	\$1,180,000
No. of Spaces	53
Price/Space	\$22,264
Year Built	1970

Highlights

- 1976 Acres/2.68 sites per acre
- Well/Septic
- 15 Vacant Pads
- Amenities: Laundry Room
- Water, Trash, Electricity & Gas Paid by Tenants
- Septic paid by Owner

SANTE FE PALMS MH & RV PARK

330 Palm Canyon Drive, Borrego Springs , CA, 92004



Close of Escrow	8/31/2018
Sales Price	\$600,000
No. of Spaces	27
Price/Space	\$22,222
Year Built	1970

Highlights

- 3.22 Acres/8.69 sites per acre
- City Water & Sewer
- Built in 1998
- Direct-Billed Gas & Electric
- Amenities: Clubhouse, office, swimming pool

SALES COMPARABLES

BANNER RANCH

36342 CA-78, Julian, CA 92036, Julian, CA, 92036



Close of Escrow	7/1/2020
Sales Price	\$1,100,000
No. of Spaces	17
Price/Space	\$64,706
Year Built	1981

Highlights

- 62 Acres
- All-Cash Closing
- Well/Septic
- On-site Store

RANCHO LAS PALMAS

61320 Pierce St , Thermal, CA, 92274



Close of Escrow	4/16/2019
Sales Price	\$495,000
No. of Spaces	13
Price/Space	\$38,077
Year Built	2005

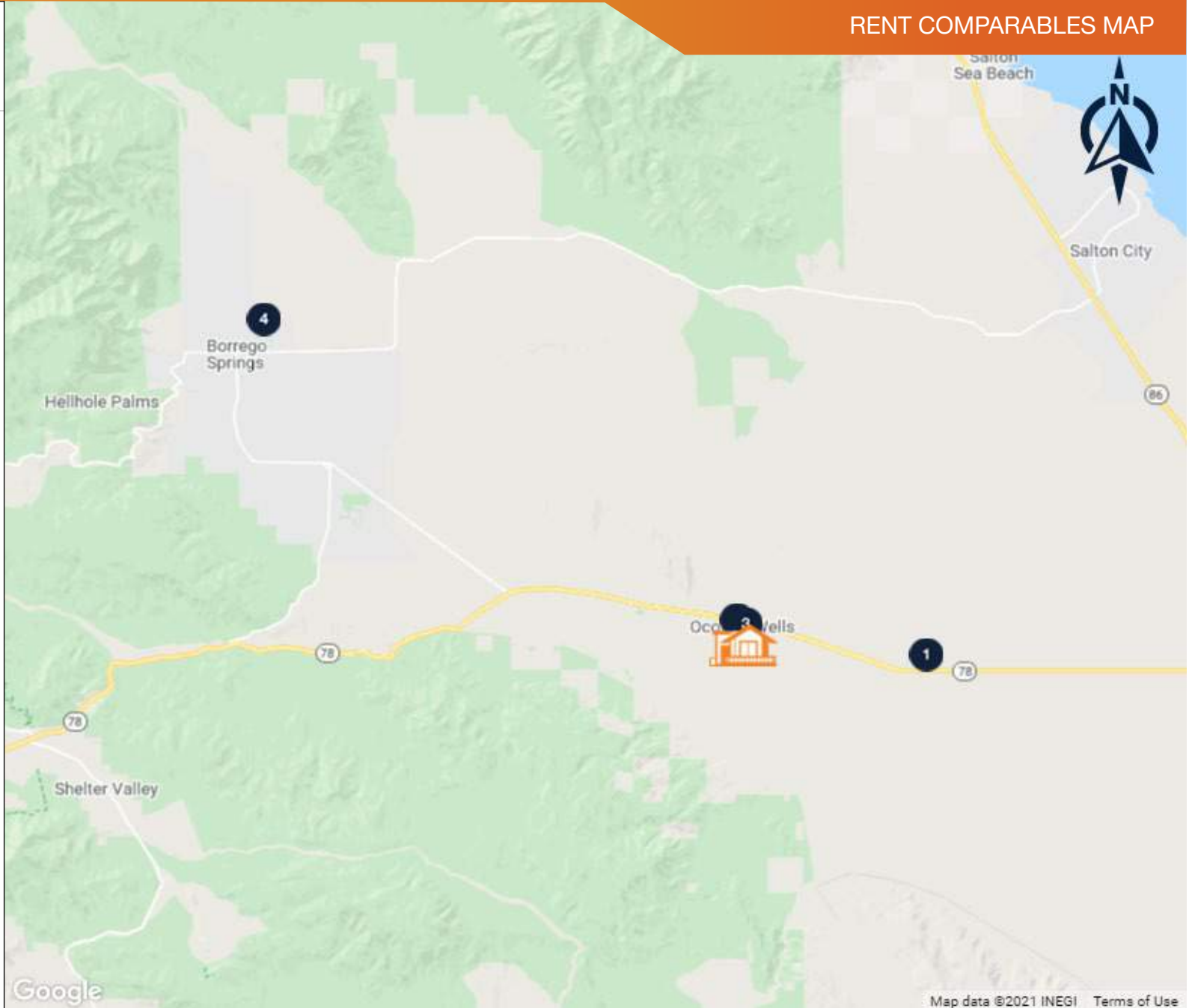
Highlights

- 8.28 Acres
- Well/Septic
- Built in 2005
- Direct-Billed Gas & Electric



OCOTILLO WELLS MH & RV PARK (SUBJECT)

- 1 Blu-In RV Park
- 2 Leapin' Lizard RV Ranch
- 3 Mobiland RV Park
- 4 The Springs at Borrego Springs



Google

Map data ©2021 INEGI Terms of Use

OCOTILLO WELLS MH & RV PARK
5525 Split Mountain Rd, Borrego Springs, CA, 92004



Space Type	# Spaces	Rent	Monthly Income
RV/TT/MP	50	\$215-\$500	\$11,943

Total/Wtd. Avg.

Highlights

- Permitted for 75 sites.
- Twenty-five sites have been joined to the existing site.
- Site Density 50/5.98 acres.
- Owners convenience store.
- Seller financing for qualified buyer.
- Well/Septic/Propane

BLU-IN RV PARK

2189 Highway 78, Borrego Springs, CA, 92004



Space Type	# Spaces	Rent	Monthly Income
RV		\$70-\$80	\$0
RV		\$420-\$480	\$0
RV		\$900-\$1,050	\$0
Total/Wtd. Avg.			

- Rates include 4 people, 1 RV or tow vehicle with trailer, and 1 additional vehicle. Additional person & vehicles are **\$5/day** per person or vehicle.
- All sites have full hookups including sewer and water. A dump fee may apply on entry to the park

LEAPIN' LIZARD RV RANCH

5929 Kunkler Lane, Borrego Springs, CA, 92004



Space Type	# Spaces	Rent	Monthly Income
RV		\$35-\$45	
RV		\$210-\$270	
RV		\$350-\$450	
Total/Wtd. Avg.		\$227	

- All Sites have full hook-up & picnic table.
- RV rates are for 1 RV plus 4 persons, 2 vehicles, and 2 pets. Amounts above these; extra charges may apply.
- Good Sam members get 10% off.
- No cable available in the area, satellite & antenna reception only.

MOBILAND RV PARK

5491 Split Mountain Rd. , Borrego Springs , CA, 92004



Space Type	# Spaces	Rent	Monthly Income
RV		\$25-\$35	\$0
RV		\$220-\$220	\$0
Total/Wtd. Avg.			

- Full hook-ups
- Showers & Swimming Pool
- Many MH/TT year around
- Well/Septic Served
- Well occupied
- Abuts Ocotillo Wells RV/MH & Store

THE SPRINGS AT BORREGO SPRINGS

2255 Di Giorgio Rd., Borrego Springs , CA, 92004



Space Type	# Spaces	Rent	Monthly Income
RV		\$67-\$97	Unknown
Total/Wtd. Avg.		\$82	

- RV rates vary depending on time of year.
- Weekdays \$67-\$104 per night.
- Weekends \$77-\$116 per night.
- Weekly \$57-\$92 per night.
- Monthly \$49-\$75 per night.

MARKET OVERVIEW



Created on May 2021

POPULATION	5 Miles	15 Miles	25 Miles
■ 2025 Projection			
Total Population	481	2,377	13,953
■ 2020 Estimate			
Total Population	461	2,273	13,029
■ 2010 Census			
Total Population	395	2,126	11,666
■ 2000 Census			
Total Population	256	1,663	9,631
■ Daytime Population			
2020 Estimate	613	2,089	12,526
HOUSEHOLDS	5 Miles	15 Miles	25 Miles
■ 2025 Projection			
Total Households	307	1,217	5,417
■ 2020 Estimate			
Total Households	288	1,140	5,044
Average (Mean) Household Size	2.21	2.28	2.58
■ 2010 Census			
Total Households	244	984	4,372
■ 2000 Census			
Total Households	153	698	3,390

HOUSEHOLDS BY INCOME	5 Miles	15 Miles	25 Miles
■ 2020 Estimate			
\$250,000 or More	0.00%	0.26%	1.03%
\$200,000 - \$249,999	0.19%	0.34%	0.81%
\$150,000 - \$199,999	0.20%	0.93%	2.86%
\$125,000 - \$149,999	3.31%	4.48%	3.80%
\$100,000 - \$124,999	1.96%	4.96%	4.91%
\$75,000 - \$99,999	3.99%	11.62%	9.54%
\$50,000 - \$74,999	23.97%	20.34%	18.03%
\$35,000 - \$49,999	11.15%	11.77%	11.20%
\$25,000 - \$34,999	13.10%	12.77%	13.15%
\$15,000 - \$24,999	17.58%	16.78%	15.34%
Under \$15,000	24.57%	15.75%	19.33%
Average Household Income	\$39,534	\$51,469	\$55,982
Median Household Income	\$29,373	\$39,992	\$37,403
Per Capita Income	\$25,220	\$46,494	\$25,679

Source: © 2020 Experian

Created on May 2021

POPULATION PROFILE	5 Miles	15 Miles	25 Miles
■ Population by Age			
0 to 4 Years	2.48%	3.15%	6.62%
5 to 14 Years	8.68%	7.68%	12.05%
15 to 17 Years	2.30%	2.35%	3.56%
18 to 19 Years	1.95%	2.06%	2.29%
20 to 24 Years	3.85%	6.69%	5.71%
25 to 29 Years	3.87%	7.95%	6.58%
30 to 34 Years	2.89%	6.93%	5.77%
35 to 39 Years	1.91%	5.84%	5.01%
40 to 49 Years	8.37%	10.17%	9.49%
50 to 59 Years	16.65%	12.59%	11.47%
60 to 64 Years	10.53%	7.58%	6.89%
65 to 69 Years	12.37%	7.71%	7.05%
70 to 74 Years	12.29%	8.18%	6.92%
75 to 79 Years	7.34%	5.58%	4.81%
80 to 84 Years	3.01%	2.96%	3.02%
Age 85+	1.50%	2.58%	2.75%
Median Age	58.54	47.46	42.70

POPULATION PROFILE	5 Miles	15 Miles	25 Miles
■ Population 25+ by Education Level			
2020 Estimate Population Age 25+	372	1,775	9,090
Elementary (0-8)	2.32%	4.63%	11.45%
Some High School (9-11)	6.68%	16.63%	12.66%
High School Graduate (12)	34.74%	33.05%	27.77%
Some College (13-15)	22.62%	22.34%	22.75%
Associate Degree Only	13.04%	5.51%	4.97%
Bachelors Degree Only	9.20%	10.91%	11.63%
Graduate Degree	4.17%	4.00%	5.27%

Source: © 2020 Experian



Population

In 2020, the population in your selected geography is 461. The population has changed by 80.08% since 2000. It is estimated that the population in your area will be 481.00 five years from now, which represents a change of 4.34% from the current year. The current population is 53.91% male and 46.09% female. The median age of the population in your area is 58.54, compare this to the US average which is 38.21. The population density in your area is 5.87 people per square mile.



Households

There are currently 288 households in your selected geography. The number of households has changed by 88.24% since 2000. It is estimated that the number of households in your area will be 307 five years from now, which represents a change of 6.60% from the current year. The average household size in your area is 2.21 persons.



Income

In 2020, the median household income for your selected geography is \$29,373, compare this to the US average which is currently \$62,990. The median household income for your area has changed by 4.53% since 2000. It is estimated that the median household income in your area will be \$31,961 five years from now, which represents a change of 8.81% from the current year.

The current year per capita income in your area is \$25,220, compare this to the US average, which is \$34,935. The current year average household income in your area is \$39,534, compare this to the US average which is \$90,941.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 87.40% White, 0.28% Black, 0.09% Native American and 0.89% Asian/Pacific Islander. Compare these to US averages which are: 69.84% White, 12.88% Black, 0.20% Native American and 5.75% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 33.20% of the current year population in your selected area. Compare this to the US average of 18.38%.



Housing

The median housing value in your area was \$190,119 in 2020, compare this to the US average of \$221,068. In 2000, there were 122 owner occupied housing units in your area and there were 31 renter occupied housing units in your area. The median rent at the time was \$492.



Employment

In 2020, there are 32 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 37.00% of employees are employed in white-collar occupations in this geography, and 67.00% are employed in blue-collar occupations. In 2020, unemployment in this area is 2.32%. In 2000, the average time traveled to work was 51.00 minutes.

Source: © 2020 Experian

