

3701 HIGHWAY 95, BULLHEAD CITY, AZ 86442

# HIGHWAY 95 PRIME LOT



**DAVID BAIRD**  
Sr Vice President  
702.765.6005  
david.baird@sperrycga.com  
CalDRE #556000

**DAVID PATTERSON**  
Associate  
928.754.2888  
david.patterson@sperrycga.com

**THE BAIRD TEAM**  
2831 ST ROSE PKWY  
HENDERSON, NV 89052  
WWW.SPERRYCRE.COM



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The Owner shall have no legal commitment or obligation to You or any person or entity reviewing this Memorandum or making an offer to purchase, lease, or finance the Property unless and until written agreement(s) for the purchase or finance of the Property that are satisfactory to Owner in its sole and absolute discretion have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

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**CONFIDENTIALITY & AGREEMENT // 2**



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# PROPERTY INFORMATION



**HIGHWAY 95 PRIME LOT**

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**PROPERTY INFORMATION // 4**

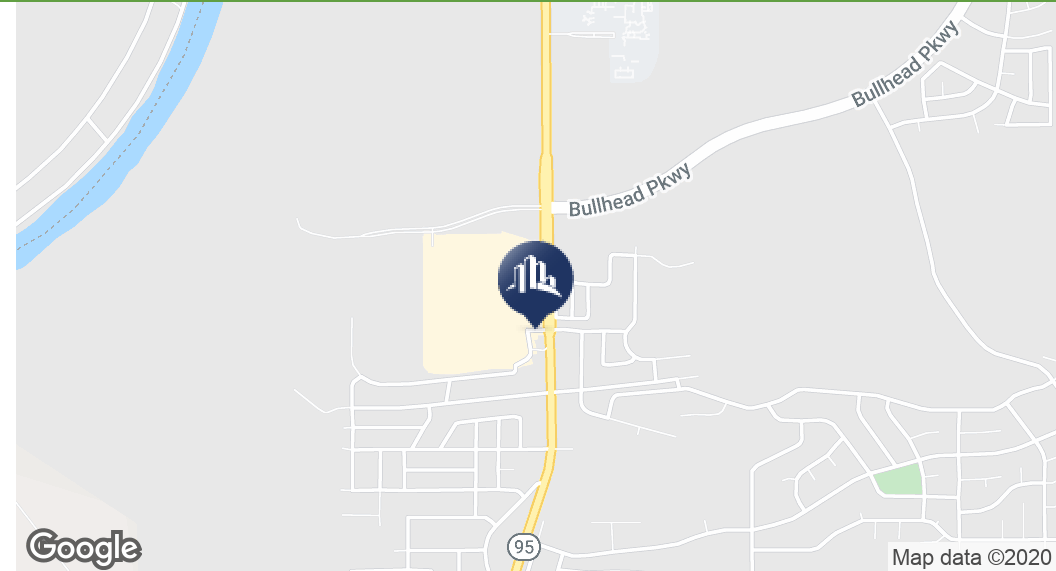
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# PROPERTY INFORMATION

## EXECUTIVE SUMMARY



### OFFERING SUMMARY

Sale Price:	\$419,000
Lot Size:	0.49 Acres
Price / Acre:	\$855,102
Zoning:	C-3
Market:	Bullhead City, Arizona
Submarket:	Laughlin, Nevada

### PROPERTY OVERVIEW

This signalized hard corner lot is located at the entrance to the Target mall. The land was developed and operated as a car wash for many years as part of the Chevron station but the owner is spinning it off. We believe it would be a perfect fit for a drive through business. The location is unbeatable with the combination of retailers within the mall and the event center close by, which hosts both local high school team events as well as concerts etc. The road just north of the property will also be the site of the new bridge over to Laughlin which will no doubt add to the traffic counts by and through this property. The Mohave Community College is also just up the road and just north of the mall. The City of Bullhead City's planning and zoning department will allow a new entrance off Ash road also which will assist with the traffic flow.

### PROPERTY HIGHLIGHTS

- SIGNALIZED HARD CORNER LOT
- HIGH TRAFFIC COUNTS (30,204)
- TERRIFIC LOCATION

### HIGHWAY 95 PRIME LOT

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**EXECUTIVE SUMMARY // 5**



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# PROPERTY INFORMATION

## PROPERTY DESCRIPTION



### PROPERTY DESCRIPTION

This signalized hard corner lot is located at the entrance to the Target mall. The land was developed and operated as a car wash for many years as part of the Chevron station but the owner is spinning it off. We believe it would be a perfect fit for a drive through business. The location is unbeatable with the combination of retailers within the mall and the event center close by, which hosts both local high school team events as well as concerts etc. The road just north of the property will also be the site of the new bridge over to Laughlin which will no doubt add to the traffic counts by and through this property. The Mohave Community College is also just up the road and just north of the mall. The City of Bullhead City's planning and zoning department will allow a new entrance off Ash road also which will assist with the traffic flow.

### LOCATION DESCRIPTION

Located at the entrance of the Target Plaza and less than a mile from the Bullhead City Parkway, the Mohave Community College and the recently built Anderson Event Center.

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**PROPERTY DESCRIPTION // 6**

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# PROPERTY INFORMATION

## COMPLETE HIGHLIGHTS



### LOCATION INFORMATION

Building Name	HIGHWAY 95 PRIME LOT
Street Address	3701 Highway 95
City, State, Zip	Bullhead City, AZ 86442
County	Mohave
Market	Bullhead City, Arizona
Sub-market	Laughlin, Nevada
Cross-Streets	Highway 95 & Long Ave
Signal Intersection	No

### BUILDING INFORMATION

Number of Lots	1
Best Use	RETAIL DRIVE THROUGH
Free Standing	No

### PROPERTY HIGHLIGHTS

- SIGNALIZED HARD CORNER LOT
- HIGH TRAFFIC COUNTS (30,204)
- TERRIFIC LOCATION

**HIGHWAY 95 PRIME LOT**

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**COMPLETE HIGHLIGHTS // 7**

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# PROPERTY INFORMATION

## ADDITIONAL PHOTOS



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**ADDITIONAL PHOTOS // 8**



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# LOCATION INFORMATION



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**LOCATION INFORMATION // 9**

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# LOCATION INFORMATION

## REGIONAL MAP



**HIGHWAY 95 PRIME LOT**

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**REGIONAL MAP // 10**

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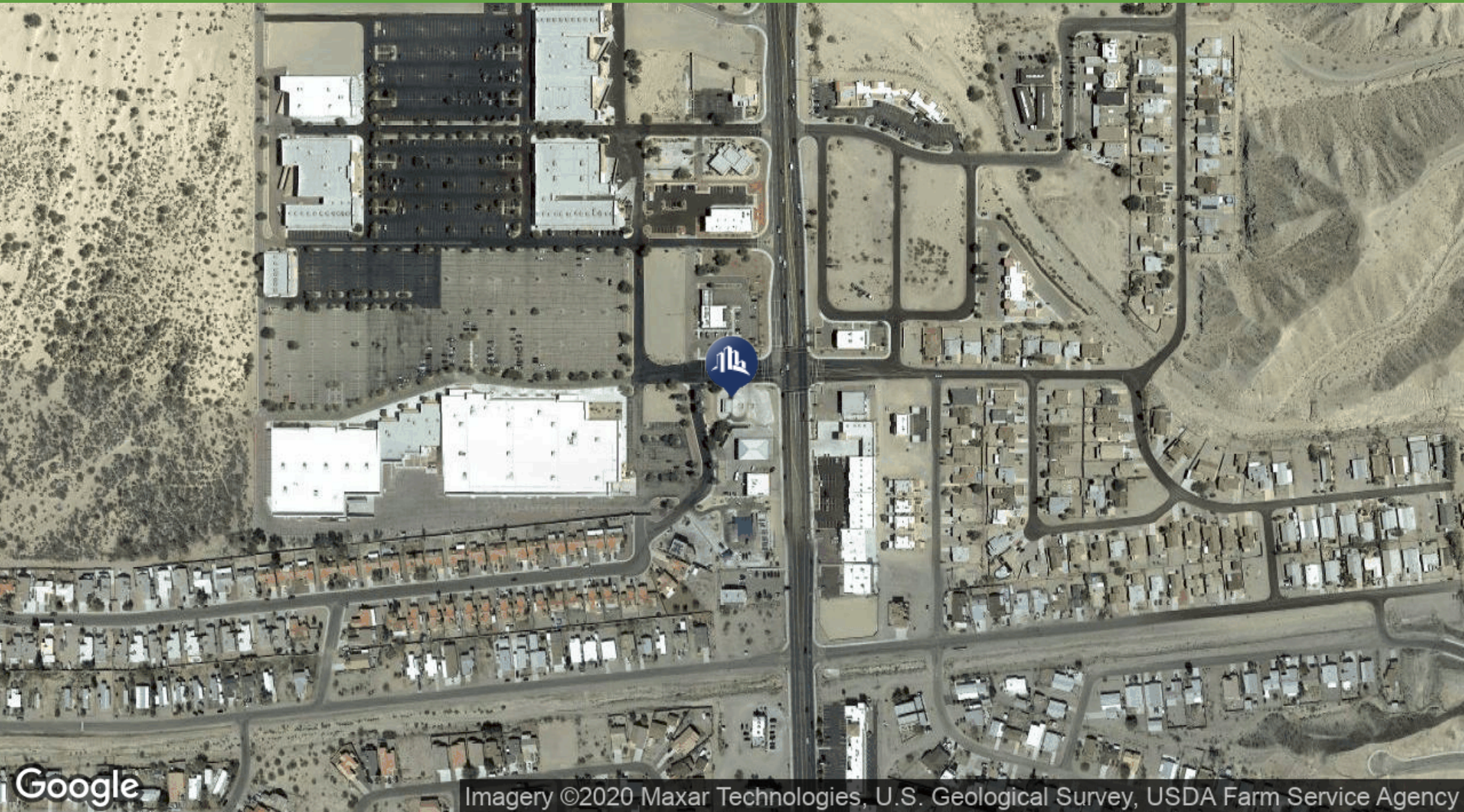


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# LOCATION INFORMATION

## LOCATION MAPS



**HIGHWAY 95 PRIME LOT**

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**LOCATION MAPS // 11**

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# LOCATION INFORMATION

## AERIAL MAPS



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**AERIAL MAPS // 12**

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# SALE COMPARABLES



**HIGHWAY 95 PRIME LOT**

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**SALE COMPARABLES // 13**

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# SALE COMPARABLES

## SALE COMPS



### SUBJECT PROPERTY

3701 Highway 95 | Bullhead City, AZ 86442

Sale Price: \$419,000      Lot Size: 0.49 AC  
Price PSF: \$19.63      Price / AC: \$855,102



1

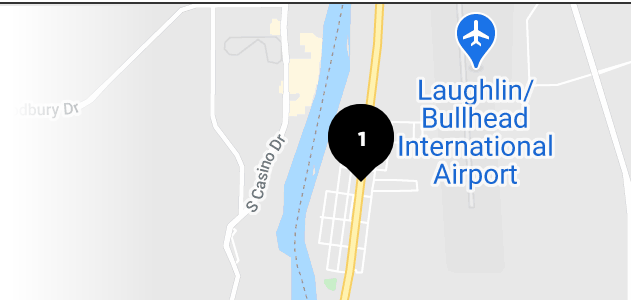


### 1080 HIGHWAY 95 LOT

1080 Highway 95 | Bullhead City, AZ 86442

Sale Price: \$350,000      Lot Size: 0.57 Acres  
Building SF: SF      Price PSF: \$14.10  
Price / AC: \$614,035      Closed: 04/19/2019

This is a similar size lot as the subject but not in a comparable location as it is located in the older part of Bullhead City, not on a corner lot and with no utilities to it.



2

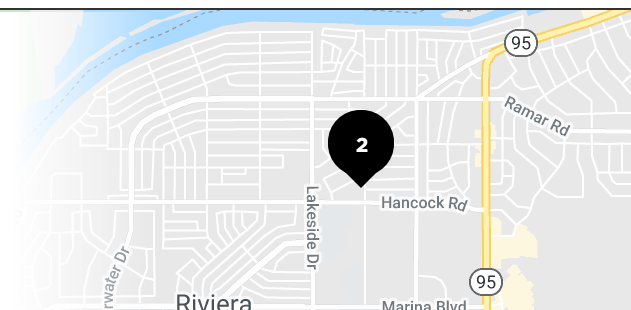


### 2179 HIGHWAY 95 LOT

2179 Highway 95 | Bullhead City, AZ 86442

Sale Price: \$700,000      Lot Size: 0.89 Acres  
Building SF: SF      Price PSF: \$18.06  
Price / AC: \$786,516      Closed: 10/18/2019

Vacant lot that is larger than the subject but is not on a hard corner and has no utilities and is not in as desirable a location.



### HIGHWAY 95 PRIME LOT

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SALE COMPS // 14



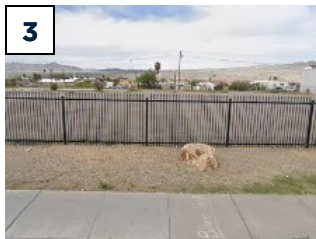
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# SALE COMPARABLES

## SALE COMPS

3



### 2155 HIGHWAY 95 LOT

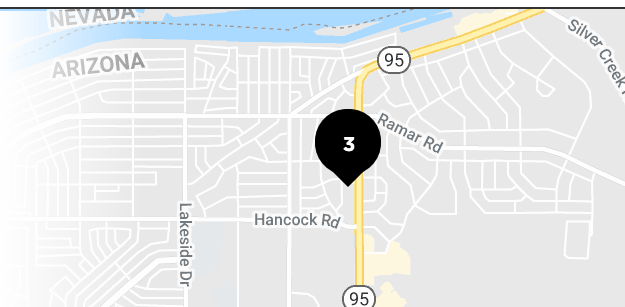
2155 Highway 95 | Bullhead City, AZ 86442

Sale Price: \$1,000,000 Lot Size: 1.72 Acres

Building SF: SF Price PSF: \$13.35

Price / AC: \$581,395 Closed: 05/16/2019

Much larger lot then the subject but it is without power and not located in as disirable location along with not being on a hard corner.



4



### 2250 HIGHWAY 95 LOT

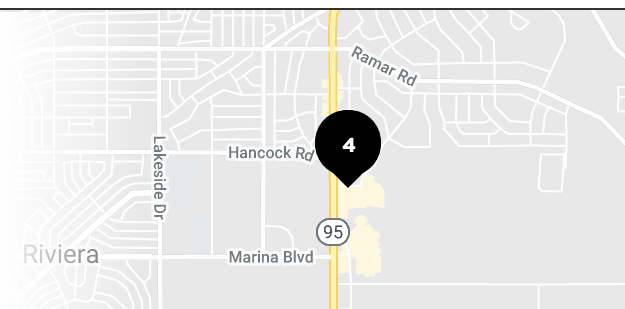
2250 Highway 95 | Bullhead City, AZ 86442

Sale Price: \$600,000 Lot Size: 1.75 Acres

Building SF: SF Price PSF: \$7.87

Price / AC: \$342,857 Closed: 06/12/2019

Much larger lot then the subject in a similar type shopping area but it is vacant and without utilities.



#### HIGHWAY 95 PRIME LOT

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SALE COMPS // 15



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# SALE COMPARABLES

## SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	LOT SIZE	PRICE/SF	PRICE/AC	CAP	NOI	YEAR BUILT
	<b>HIGHWAY 95 PRIME LOT</b> 3701 Highway 95 Bullhead City, AZ 86442	\$419,000	0.49 AC	\$19.63	\$855,102	-	-	-
	SALE COMPS	PRICE	LOT SIZE	PRICE/SF	PRICE/AC	CAP	NOI	YEAR BUILT
	<b>1080 Highway 95 Lot</b> 1080 Highway 95 Bullhead City, AZ 86442	\$350,000	0.57 AC	\$14.10	\$614,035	-	-	-
	<b>2179 Highway 95 Lot</b> 2179 Highway 95 Bullhead City, AZ 86442	\$700,000	0.89 AC	\$18.06	\$786,516	-	-	-
	<b>2155 Highway 95 Lot</b> 2155 Highway 95 Bullhead City, AZ 86442	\$1,000,000	1.72 AC	\$13.35	\$581,395	-	-	-
	<b>2250 Highway 95 Lot</b> 2250 Highway 95 Bullhead City, AZ 86442	\$600,000	1.75 AC	\$7.87	\$342,857	-	-	-
		PRICE	LOT SIZE	PRICE/SF	PRICE/AC	CAP	NOI	YEAR BUILT
	<b>Totals/Averages</b>	<b>\$662,500</b>	<b>1.23 AC</b>	<b>\$12.36</b>	<b>\$538,617</b>	<b>-</b>	<b>\$0</b>	

HIGHWAY 95 PRIME LOT

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SALE COMPS SUMMARY // 16

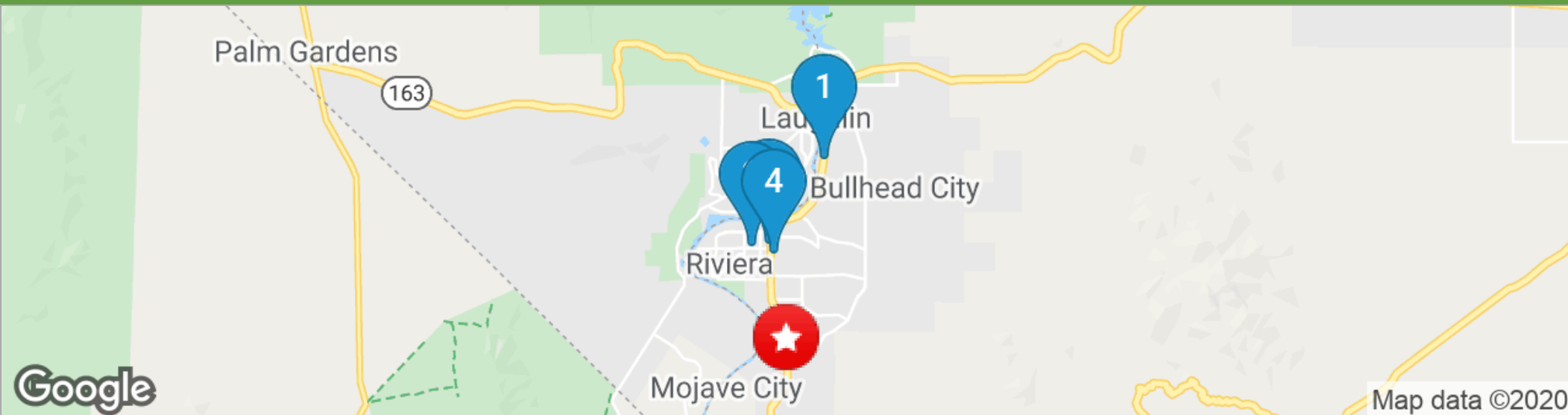
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# SALE COMPARABLES

## SALE COMPS MAP



### SUBJECT PROPERTY

3701 Highway 95 | Bullhead City, AZ 86442

1

### 1080 HIGHWAY 95 LOT

1080 Highway 95  
Bullhead City, AZ 86442

2

### 2179 HIGHWAY 95 LOT

2179 Highway 95  
Bullhead City, AZ 86442

3

### 2155 HIGHWAY 95 LOT

2155 Highway 95  
Bullhead City, AZ 86442

4

### 2250 HIGHWAY 95 LOT

2250 Highway 95  
Bullhead City, AZ 86442

### HIGHWAY 95 PRIME LOT

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SALE COMPS MAP // 17



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# DEMOGRAPHICS



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**DEMOGRAPHICS // 18**

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# DEMOGRAPHICS

## DEMOGRAPHICS REPORT

	1 MILE	3 MILES	5 MILES
Total population	3,378	16,330	47,040
Median age	42.1	47.9	46.5
Median age (Male)	40.7	46.7	45.7
Median age (Female)	43.5	48.8	47.3
Total households	1,404	6,981	19,579
Total persons per HH	2.4	2.3	2.4
Average HH income	\$56,982	\$51,652	\$47,092
Average house value	\$245,321	\$223,149	\$216,470

*\* Demographic data derived from 2010 US Census*

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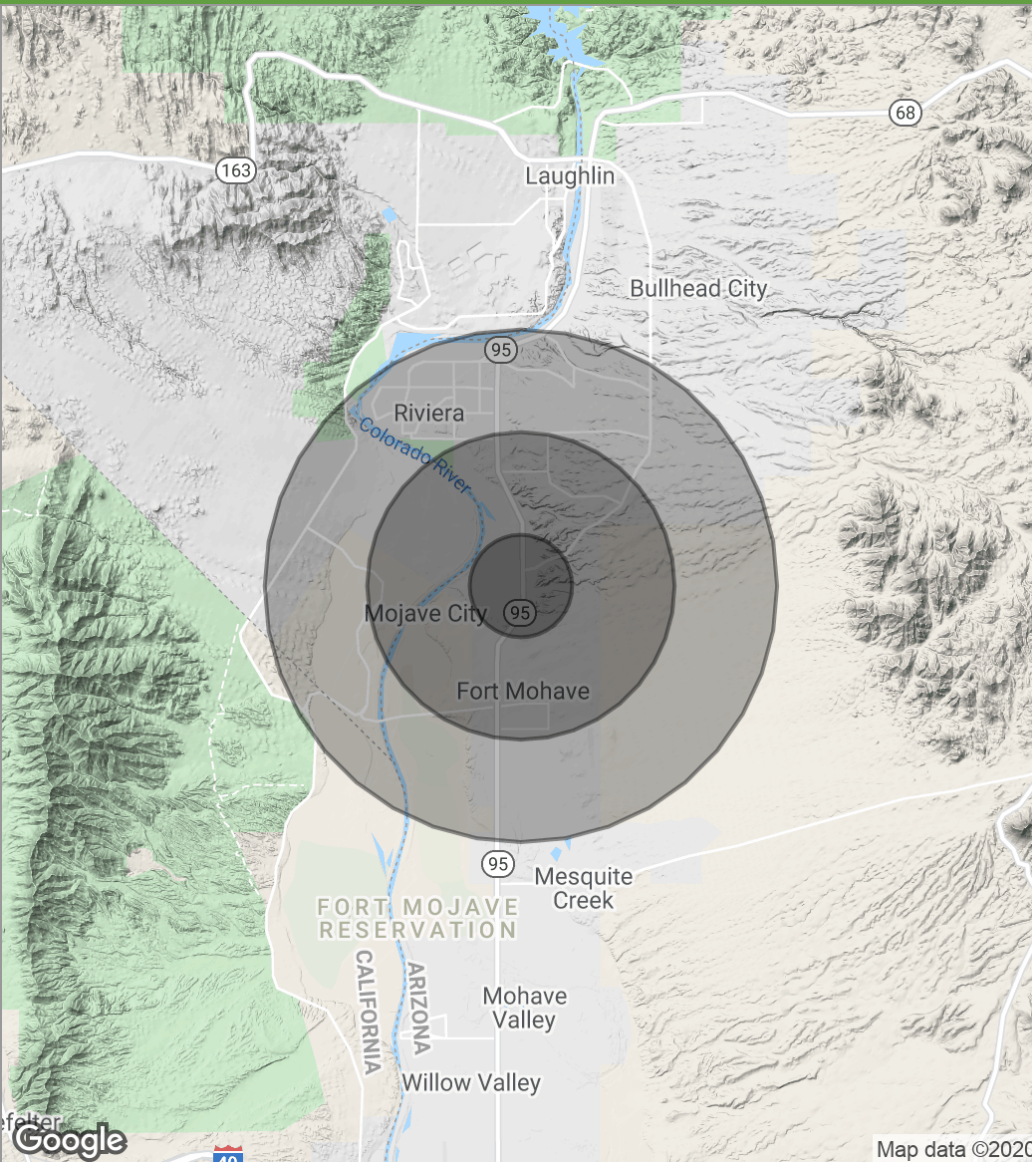
**DEMOGRAPHICS REPORT // 19**



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# DEMOGRAPHICS

## DEMOGRAPHICS MAP



POPULATION	1 MILE	3 MILES	5 MILES
Total population	3,378	16,330	47,040
Median age	42.1	47.9	46.5
Median age (Male)	40.7	46.7	45.7
Median age (Female)	43.5	48.8	47.3
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total households	1,404	6,981	19,579
# of persons per HH	2.4	2.3	2.4
Average HH income	\$56,982	\$51,652	\$47,092
Average house value	\$245,321	\$223,149	\$216,470

*\* Demographic data derived from 2010 US Census*

**HIGHWAY 95 PRIME LOT**

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**3701 HIGHWAY 95, BULLHEAD CITY, AZ 86442**

**DEMOGRAPHICS MAP // 20**



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# ADVISOR BIOS



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# ADVISOR BIOS

## ADVISOR BIO & CONTACT 1

### DAVID BAIRD

Sr Vice President



2831 St Rose Pkwy  
Henderson, NV 89052  
T 702.765.6005  
C 702.349.4920  
david.baird@sperrycga.com  
CalDRE #556000

### PROFESSIONAL BACKGROUND

David Baird serves as a Senior Vice President and National Director of Institutional Investments at Sperry Commercial Global Affiliates. David served for 16 years with Sperry Commercial as director of Multifamily Investments. David was a founding member and director of the Asset recovery team established to deal with distressed properties during the 2008 real estate meltdown. With over 40 years of industry experience, David closed transactions worth over two billion dollars. David was honored seven of ten years with the prestigious national "Top Ten" advisors with the company during his tenure and was named one of the top 20 Brokers nationally by Commercial Property News. David is a Broker in Nevada, California, and Arizona. David specializes in large multifamily investments.

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# ADVISOR BIOS

## ADVISOR BIO & CONTACT 2

### DAVID PATTERSON

Associate



2831 St Rose Pkwy  
Henderson, NV 89052  
T 928.754.2888  
david.patterson@sperrycga.com

### PROFESSIONAL BACKGROUND

David P. Patterson is a senior associate with Sperry Commercial Global Affiliates with over 37 years of experience in the field of real estate. With many years of experience as a lender as well as a real estate professional in the industry he has been instrumental in assisting both buyers and sellers in the commercial Real Estate Business.

Patterson is licensed in both Arizona and Nevada and has worked on a number of commercial purchase transactions all while servicing property management accounts throughout Arizona. Since David's broker is the Senior Vice President for Sperry it puts him in a unique position to understand not only our local market but how it relates to investors throughout the country.

Patterson has marketed and closed Retail Office projects including but not limited to gas stations, R.V. parks and industrial buildings located throughout the tri-state area. David is a partner in the firms property management division, his duties include overseeing the leasing and maintenance of commercial properties.

During his related years as a lender in Real Estate his experience extended to training Loan Officers, Realtors and Builders throughout the turbulent eighties by presenting an ongoing series of seminars throughout the Los Angeles area. He also spent two years increasing the market share of PMI in the nineties by over 180% within that market.

David was responsible for writing the initial lending policies for the creation of Wilshire Savings in Los Angeles. This along with over twenty years of managing offices for a variety of National banks gives him an excellent understanding of the financing available in commercial real estate. A valuable knowledge needed in today's environment to increase opportunities on both the listing and sales side.

As Sperry Commercial's senior advisor in the Tri-State area David has the experience and expertise to handle all types of commercial real Estate sales, leasing and Property management.

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