



Show Low Mountain Ranch

ALL UTILITIES ON-SITE!

The sale of 4 parcels totaling +/-124.04 acres with 83 homesites approved for a **mixed-use master plan development** of workforce housing in the **premier city of Navajo County - Show Low, AZ.**





Project Overview

Executive summary

Market Opportunity

- **Demand for Workforce Housing:** Significant shortage of workforce-oriented housing driving demand for new single-family home developments.
- **Year-Round Population Growth:** Steady increase in permanent residents, enhancing the need for family homes.
- **Limited Housing Supply:** Few new single-family home developments in the area, with local government support for new residential projects in this high-demand market.

Business plan

- **Single-Family Home Development:** Prime opportunity to develop a fully entitled site catering to the growing market for single-family homes.
- **Utility Infrastructure Ready:** Site already equipped with essential utilities, including water, sewer, fiber optics, and electrical connections, reducing initial development hurdles.
- **Flexible Investment Options:** Ideal for both build-to-rent or build-to-sell models, with opportunities for phased development to match market absorption.

Asset overview

- **Asking Price: \$7,100,000**
- **+/- 124.04 Acres & 83 Lots for Mixed Use:** Ample space for a large-scale single-family home community with options for additional amenities such as parks and community centers.
- **Strategically Located:** Near national retailers, major highway intersections, and the White Mountains, offering an attractive lifestyle choice for families.

Investment highlights



Strategic Location for Housing Growth

Unlock the potential of a 124.04-acre site in the heart of a **fast-growing residential market**, perfectly positioned for sustained demand in the Show Low region.



Approved Lots

All **entitlements done** and approved lots with proper sequence of feasibility studies conducted.



Established Infrastructure

Benefit from **fully developed utility access**, including a water supply, sewer lift station, fiber optics, and electrical. Ensuring that your project starts with a solid foundation.



Market Driven Demand

With the area's population expanding year-round and a **significant shortage of workforce-oriented housing**, this site offers a substantial opportunity to meet the growing demand for single-family homes.



Scalable Exit Opportunities

Whether you aim to develop, manage, or sell, the strong market demand for single-family homes provides **multiple exit strategies**, offering flexibility.



Reduced Risk With Entitlements

Acquire a project that has already undergone the critical approval process, **reducing your exposure to entitlement risk** and accelerating your path to construction and revenue generation.

Market Overview



City of
SHOW LOW
Arizona
NAMED BY THE TURN OF A CARD

About Show Low!



Show Low, Arizona, is known for housing the beautiful Fool Hollow Lake Recreation Area. It is the perfect place for doing outdoor water sports and camping. Guests will also love the lake as they can admire the beauty of nature and take in the peaceful atmosphere. Aside from this, the city is also known for its summertime golf, where guests can enjoy playing the sport.

\$57,903

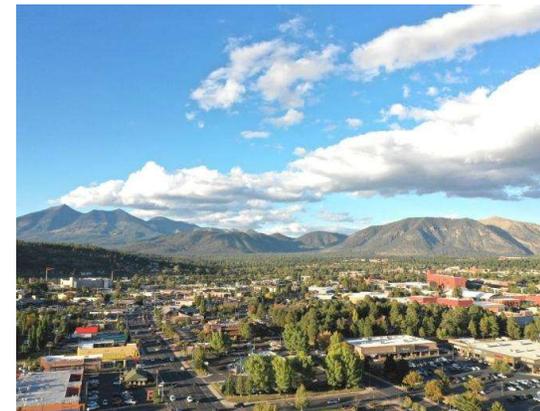
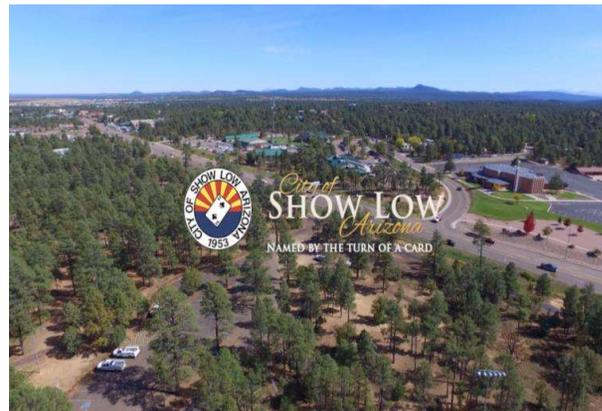
Median Household Income

\$450,000

Median House Value

12,000+

Show Low, AZ Population Size



Why Show Low, Arizona?



- **Dynamic Economic Hub:** Show Low serves as the commercial and recreational nucleus of northeastern Arizona, strategically positioned at the [intersection of major state highways](#). This central location not only attracts a steady flow of tourism but also supports a diverse economic base, making it a pivotal [area for business operations and investment opportunities](#).
- **Growing Tourist Destination:** Recognized for its scenic landscapes and outdoor recreational activities, [Show Low appeals to a broad spectrum of visitors](#), from adventure seekers to retirees looking for a serene lifestyle. The city's appeal as a mountain resort enhances its market potential for hospitality and residential developments.
- **Supportive Business Environment:** [The local government in Show Low is proactive in fostering growth](#), offering support for developments that enhance the city's identity as a mountain resort community. This supportive stance, combined with the area's robust infrastructure and services, creates an attractive environment for investors and developers looking to capitalize on both short-term and long-term growth opportunities.

The market opportunity



**Demand
outpaces
supply**

Rapid Housing Growth:

Persistent [shortage of workforce housing](#), with demand significantly outstripping the current supply in Show Low.

**Dual
demand
strategy**

**Stable Year-Round &
Seasonal Demand:**

Robust demand for housing due to steady year-round population growth and [seasonal influx](#), bolstered by Show Low's appeal as a summer retreat.

**Low
competition**

Unique Market Position:

Few new single-family developments in the region offer an [excellent opportunity for a new development](#) to quickly capture market share.

Workforce Information



Major Employers

Starbucks
Walmart
O'Rilley Auto Part
Lowes
Home Depot
Dennys
Dollar Tree
JCPenney
Ross
Amazon
Big Lots
Arizona Central Credit Union
Summit Healthcare
Enterprise Rent-A-Car
Show Low School District
Show Low Regional Airport
Safeway
Ace Hardware
Northland Pioneer College
City of Show Low Park

400+ Employers

40,792 Labor Force

6% Unemployment Rate

- **Diverse Employment Sectors:** Commercial, healthcare, education, and tourism industries provide robust job opportunities.
- **Growing Healthcare Industry:** Home to major medical facilities like Summit Healthcare Regional Medical Center, bolstering job growth in healthcare.
- **Tourism and Recreation Jobs:** Thriving tourism sector offers extensive employment in hotels, restaurants, and recreational services, especially during peak seasons.
- **Retail and Service Industry Employment:** Stable employment opportunities supported by major retailers and a variety of service businesses.

Development Site Overview



This visual is not the actual site

Site Plan Overview



Residential and Commercial Entitled Land

The property is located 8 miles northwest of Show Low, AZ City limits. Market study, Traffic Study, Alta Survey, and drainage report on file. 4 parcels in total totaling +/-306 acres with 597 homesites approved.

Studies Conducted:

- Sewer and water feasibility, city annexation investigation, phase 1 environmental, highest and best use study (market study), topographic survey, Off/On site hydrology & drainage study, lotting studies, geotechnical study, traffic study, preliminary plat maps, and others.

Notes:

- Access to main entrance through commercial site A2 will be enabled, but parcel A2 is not part of sale.
- There is great [flexibility in site plan configuration and lot sizes](#) if it does not exceed 597 approved lot count.
- The property counts with [all essential utilities](#): sewer, water, electrical, and fiber optics.

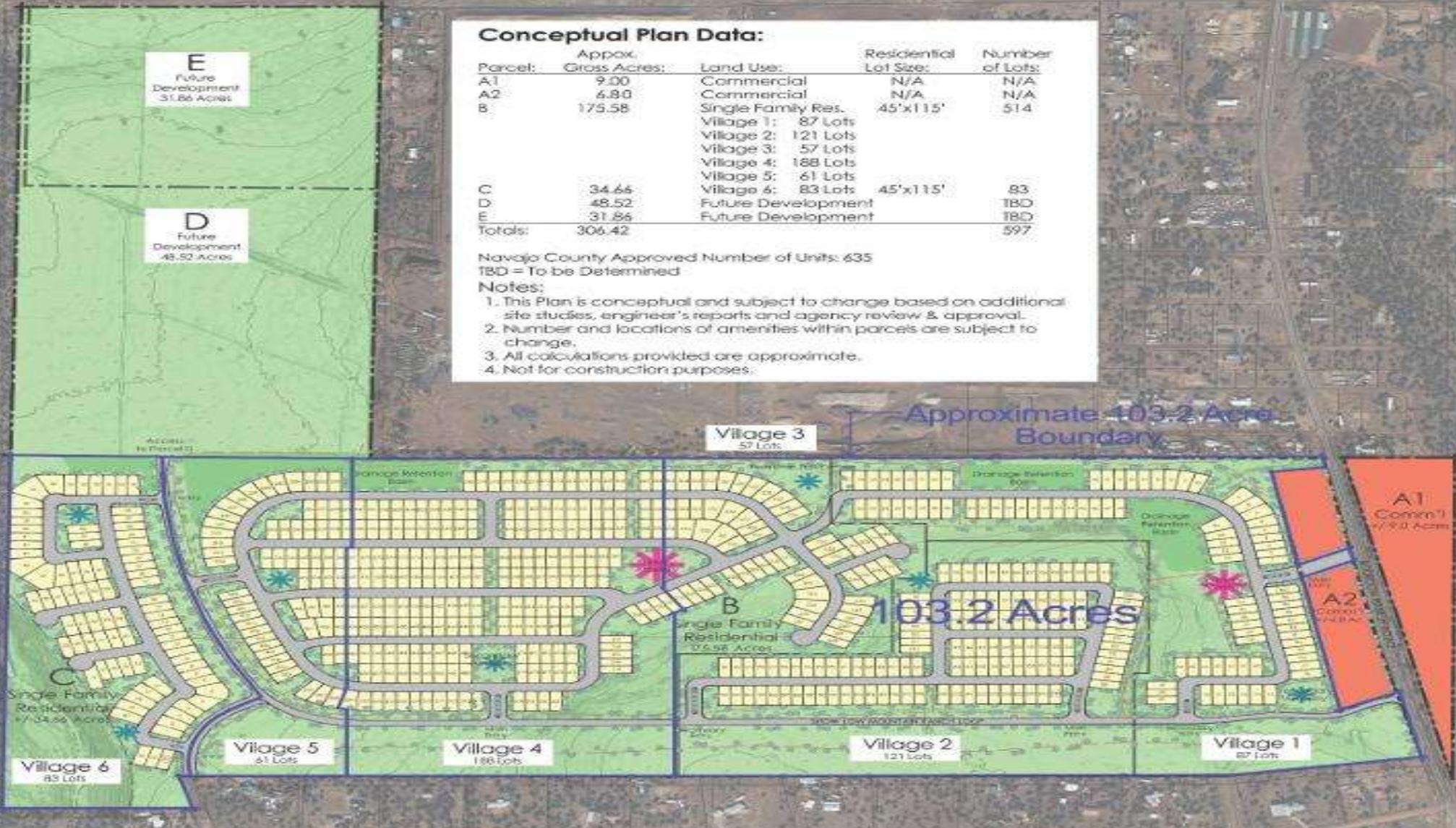
Conceptual Plan Data:

Parcel:	Appox. Gross Acres:	Land Use:	Residential Lot Size:	Number of Lots:
A1	9.00	Commercial	N/A	N/A
A2	6.80	Commercial	N/A	N/A
B	175.58	Single Family Res.	45'x115'	514
		Village 1:		87 Lots
		Village 2:		121 Lots
		Village 3:		57 Lots
		Village 4:		188 Lots
		Village 5:		61 Lots
		Village 6:	45'x115'	83
C	34.66	Future Development		TBD
D	48.52	Future Development		TBD
E	31.86	Future Development		TBD
Totals:	306.42			597

Navajo County Approved Number of Units: 635
TBD = To be Determined

Notes:

1. This Plan is conceptual and subject to change based on additional site studies, engineer's reports and agency review & approval.
2. Number and locations of amenities within parcels are subject to change.
3. All calculations provided are approximate.
4. Not for construction purposes.



E
Future Development
31.86 Acres

D
Future Development
48.52 Acres

Access to Parcel D

Village 3
57 Lots

Approximate 103.2 Acre Boundary

A1
Comm'l
9.00 Acres

A2
Comm'l
6.80 Acres

B
Single Family Residential
175.58 Acres

103.2 Acres

Single Family Residential
34.66 Acres

Village 6
83 Lots

Village 5
61 Lots

Village 4
188 Lots

Village 2
121 Lots

Village 1
87 Lots

Conceptual Plan Data:

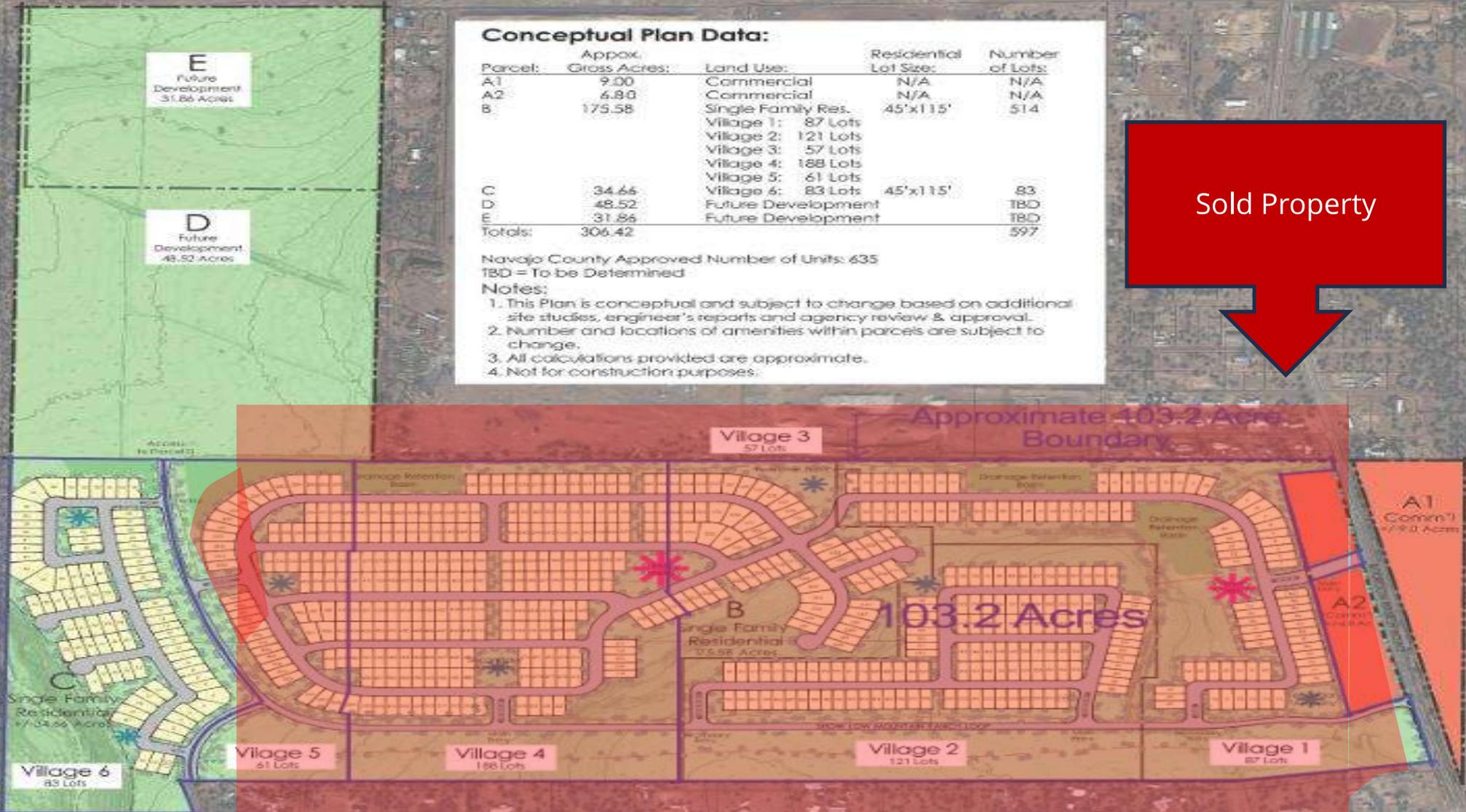
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Sold Property





Arizona State
Land Trust

Arizona State
Land Trust

Arizona State
Land Trust

Cooley Knoll
Cinder Pit

SITE

Arizona State Land Trust

1000 feet 250 m

© 2022 TomTom, © Vexcel Imaging, © 2022 Microsoft Corporation



14 min from downtown

Show Low Site

Allen Severson Memorial Wildlife Area

Second Knoll Target Range

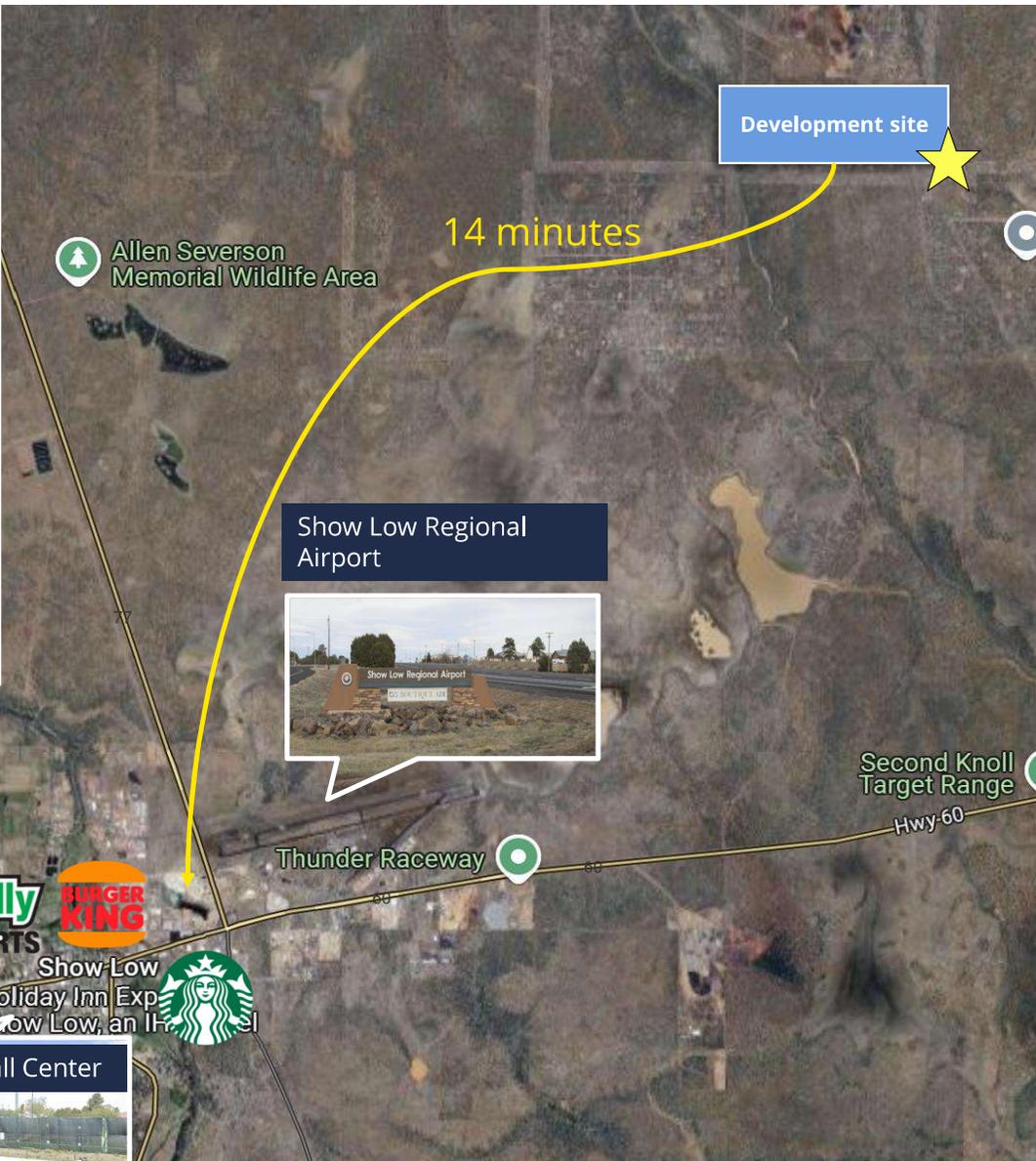
Fool Hollow Lake Recreation Area

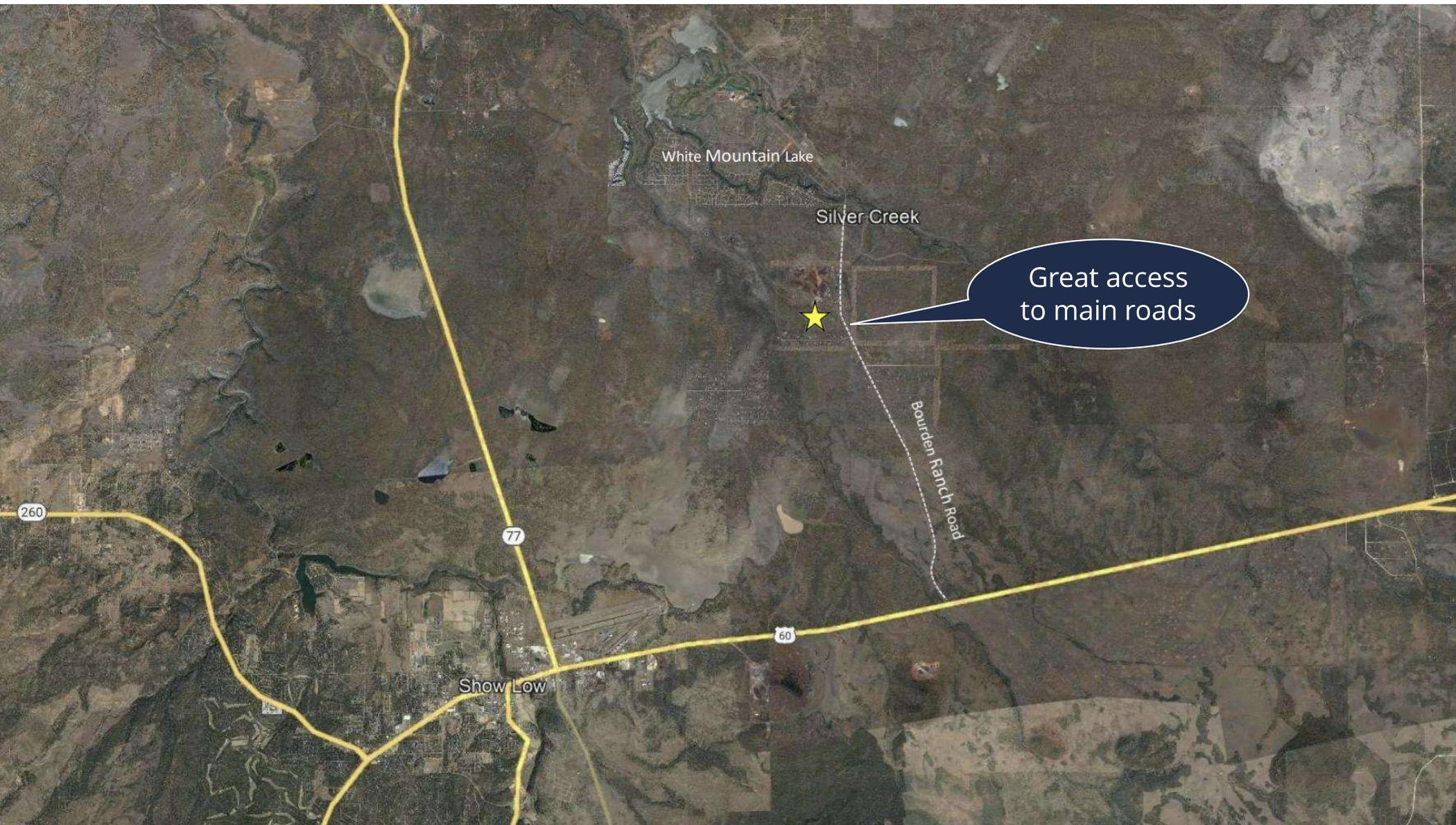
Thunder Raceway

Los Caballos Trailhead #638

Show Low

Sites & Retailers	Time Away
Birdie Ranch Golf Club	9 min
White Mountain Lake	12 min
Show Low Regional Airport	13 min
Starbucks	14 min
Safeway Grocery	14 min
Show Low School District	19 min
Dennys	20 min
Ross Dress for Less	20 min
Walmart	21 min
The Home Depot	21 min
Hospital District	21 min
Torreon Golf Club	24 min





White Mountain Lake

Silver Creek

Great access
to main roads

Bouden Ranch Road

260

77

60

Show Low

Development Costs and Bond Financing



This visual is not the actual site

Project Costs – Soft Costs



300 - Soft Costs			
		Total	Per Lot
301	R. Civil Engineering and Surveying	\$ 1,295,000	\$ 2,169.18
302	N.R. Engineering / Platting / Site Rep	\$ 652,523	\$ 1,093.00
303	R. Materials Testing & Soils Engineering	\$ 253,725	\$ 425.00
304	N.R. Materials Testing & Soils Engineering	\$ 187,000	\$ 313.23
305	Land Planning (N.R.)	\$ -	\$ -
306	Landscape Architecture (N.R.)	\$ -	\$ -
307	SWPPP (R.)	\$ 125,550	\$ 210.30
308	Environmental and Wetlands Remediation (N.R.)	\$ -	\$ -
309	Home Owners Association (R.)	\$ 100,000	\$ 167.50
310	R. Special District Creation	\$ 125,000	\$ 209.38
311	N.R. Special District Creation	\$ 50,000	\$ 83.75
312	Impact Fees (R.)	\$ 2,388,000	\$ 4,000.00
313	Governmental Fees, Bonds (NR)	\$ 887,000	\$ 1,485.76
314	General and Administrative (NR)	\$ 100,000	\$ 167.50
315	4.0% Construction Management	\$ 776,435	\$ 1,300.56
316	Other Reimbursable Soft Costs		\$ -
317	Non Reimbursable Soft Costs	\$ 887,354	\$ 1,486.36
Total Soft Costs		\$ 7,827,587	\$ 13,112

Project Costs – Hard Costs & Total Costs



400 - Hard Costs -On Site/Section Infrastructure			
401		WS&D - Internal (R.)	\$ 5,257,567
402		Paving / Final Grading	\$ 2,345,163
403	\$600	Dry Utilities (NR.)	\$ 4,260,441
404		Misc Development Costs (R.)	
405		Misc Site Development, (NR.)	\$ 100,000
Total Hard Costs			\$ 11,963,171
500 - Hard Costs - Common and Off Site Infrastructure			
501		R. Clearing, Excavation, and Grading, Site Prep	\$ 2,847,169
502		N.R. Clearing, Excavation, and Grading	
503		Water Plant - R.	
504		Waste Water Plant - R.	
505		On-Site Lift Stations and Force Mains R.	\$ 2,053,990
506		R. Thoroughfares/Collectors	
507		N.R. Thoroughfares/Collectors	\$ 1,000,000
508		R. Offsite WS&D/Paving/Traffic	\$ -
509		N.R. Offsite Paving	\$ -
510		R. Landsape/Amenity/Mouumentation	\$ -
511		N.R. Landscape/Amenity/Monumentation	\$ 2,839,640
512		Blasting	\$ 697,355
Total Common/Offsite Costs			\$ 9,438,154
600 - Contingency and Inflation			
601	10.0%	Additional Contingency - Project Costs	\$ 2,218,368
Non Land Cost Totals			\$ 31,447,280

Bond Financing

- **Up to \$10.45 million in tax-exempt bonds is available to facilitate horizontal development.** Show Low Mountain Ranch qualifies for special assessment bonds aimed at funding essential infrastructure such as roads, water, and sewer systems. Depending on the assessment structure, builders or developers could potentially access around \$8 million in usable proceeds after accounting for fees, offering a capital-efficient avenue for developing finished lots.
- **Homeowners will be responsible for repaying the bond via property taxes rather than the developer.** The bond debt is structured to be settled through a 24-year tax assessment on future homeowners. This setup allows the developer to avoid traditional debt service or equity dilution, significantly enhancing internal rates of return (IRRs) and reducing initial capital demands.
- **The tax impact per lot is relatively low in comparison to market norms.** With projected assessments ranging from \$2,700 to \$3,300 annually for each residence, the financial obligation aligns with typical costs for planned communities in Arizona and is easily supported by FHA/VA lenders. Buyer price sensitivity remains manageable, particularly with a target home price of \$300,000.
- **The flexibility in bond sizing offers a customized capital structure.** Various bonding scenarios, ranging from \$10,000 to \$17,500 per lot, allow the incoming developer to tailor financing based on absorption forecasts and sales rates. Whether choosing self-development or selling to national builders, these bonds provide structured liquidity that aligns with phased lot delivery.
- **Significant progress has already been made in district formation, engineering, and entitlement efforts.** Much of the groundwork necessary for bond financing—such as entitlements, preliminary engineering, and land use approvals—is either completed or in progress. This accelerates the timeline for accessing capital and enables a buyer to commence vertical development or lot sales within 12 to 18 months.

Bond Financing

Show Low - Show Low Development Partners, LLC

DRAFT

Bonding Capacity - Executive Summary

Special Assessment per EDU

Product Assumptions ⁽¹⁾

Single-Family Units

Property Taxes

	Tax Rate	Annual/Unit
Residential		
Property Tax Rate ⁽²⁾	\$ 10.33	\$ 1,797
CFD Tax Rate - General Obligation	-	-
CFD Tax Rate - Special Assessment	4.79	834
CFD Tax Rate - O&M	0.30	52
Total Tax Rate	\$ 15.42	\$ 2,684

General Obligation Bond Summary

	Total	Per EDU
Bond Amount ⁽³⁾⁽⁴⁾	\$ -	\$ -
Cost of Issuance (4.0%)	-	-
Underwriter Fee (2.0%)	-	-
Net Bond Proceeds	\$ -	\$ -

Special Assessment Bond Summary

	Total	Per EDU
Bond Amount ⁽³⁾⁽⁵⁾	\$ 5,970,000	\$ 10,000
Cost of Issuance (4.0%)	(238,800)	(400)
Underwriter Fee (2.0%)	(119,400)	(200)
Capitalized Interest (12 Months)	(388,050)	(650)
Reserve Fund (10.0%)	(597,000)	(1,000)
Net Bond Proceeds	\$ 4,626,750	\$ 7,750

Total Bond Issuance Summary

	Total	Per EDU
Bond Amount	\$ 5,970,000	\$ 10,000
Cost of Issuance	(238,800)	(400)
Underwriter Fee	(119,400)	(200)
Capitalized Interest	(388,050)	(650)
Reserve Fund	(597,000)	(1,000)
Total Net Bond Proceeds	\$ 4,626,750	\$ 7,750

SCENARIO I		
Special Assessment - \$10,000		
Units	Price	
597	\$ 300,000	
Tax Rate	Annual/Unit	
\$ 10.33	\$ 1,797	
-	-	
4.79	834	
0.30	52	
\$ 15.42	\$ 2,684	
Total	Per EDU	
\$ -	\$ -	
-	-	
-	-	
\$ -	\$ -	
Total	Per EDU	
\$ 5,970,000	\$ 10,000	
(238,800)	(400)	
(119,400)	(200)	
(388,050)	(650)	
(597,000)	(1,000)	
\$ 4,626,750	\$ 7,750	

SCENARIO II		
Special Assessment - \$12,500		
Units	Price	
597	\$ 300,000	
Tax Rate	Annual/Unit	
\$ 10.33	\$ 1,797	
-	-	
5.99	1,042	
0.30	52	
\$ 16.62	\$ 2,892	
Total	Per EDU	
\$ -	\$ -	
-	-	
-	-	
\$ -	\$ -	
Total	Per EDU	
\$ 7,462,500	\$ 12,500	
(298,500)	(500)	
(149,250)	(250)	
(485,063)	(813)	
(746,250)	(1,250)	
\$ 5,783,438	\$ 9,688	

SCENARIO III		
Special Assessment - \$15,000		
Units	Price	
597	\$ 300,000	
Tax Rate	Annual/Unit	
\$ 10.33	\$ 1,797	
-	-	
7.19	1,251	
0.30	52	
\$ 17.82	\$ 3,101	
Total	Per EDU	
\$ -	\$ -	
-	-	
-	-	
\$ -	\$ -	
Total	Per EDU	
\$ 8,955,000	\$ 15,000	
(358,200)	(600)	
(179,100)	(300)	
(582,075)	(975)	
(895,500)	(1,500)	
\$ 6,940,125	\$ 11,625	

SCENARIO IV		
Special Assessment - \$17,500		
Units	Price	
597	\$ 300,000	
Tax Rate	Annual/Unit	
\$ 10.33	\$ 1,797	
-	-	
8.39	1,459	
0.30	52	
\$ 19.02	\$ 3,309	
Total	Per EDU	
\$ -	\$ -	
-	-	
-	-	
\$ -	\$ -	
Total	Per EDU	
\$ 10,447,500	\$ 17,500	
(417,900)	(700)	
(208,950)	(350)	
(679,088)	(1,138)	
(1,044,750)	(1,750)	
\$ 8,096,813	\$ 13,563	

SCENARIO V		
General Obligation - \$4.25		
Units	Price	
597	\$ 300,000	
Tax Rate	Annual/Unit	
\$ 10.33	\$ 1,797	
4.25	740	
-	-	
0.30	52	
\$ 14.88	\$ 2,589	
Total	Per EDU	
\$6,219,061	\$ 10,417	
(248,762)	(417)	
(124,381)	(208)	
\$ 5,845,917	\$ 9,792	
Total	Per EDU	
\$ -	\$ -	
-	-	
-	-	
\$ -	\$ -	
Total	Per EDU	
\$ 6,219,061	\$ 10,417	
(248,762)	(417)	
(124,381)	(208)	
-	-	
-	-	
\$ 5,845,917	\$ 9,792	

Footnotes:

- (1) Developer estimates.
- (2) Source: Navajo County Treasurer's Office - 2024 - 2025 Tax Rates.
- (3) Bond amounts are based on an LPV Ratio (2025) of 58.0% for residential and 58.4% for commercial, per the Navajo County Assessor's Office.
- (4) GO Bonds have an interest rate of 4.5%, amortized over 25 years, 4.0% cost of issuance, and 2.0% underwriter fee.
- (5) SA Bonds have an interest rate of 6.5%, amortized over 24 years, 4.0% cost of issuance, 2.0% underwriter fee, 12 months of capitalized interest, and a 10.0% reserve fund.

Sales Offering of Property



This visual is not the actual site.



Sale Offering: +/- 124.04 Acres / 83 Lots

\$7,100,000 Asking Price

Price summary:

- \$57,239 per acre.
- \$28,012 per lot.

Parcel A1: +/- 9.00 acres of commercial land.
\$1,175,000 Sales Price

Parcel C: +/- 34.66 acres with 83 residential lots.
\$28,012 per lot * 83 lots = \$2,325,000 Sales Price

Parcel D& E: +/- 80.38 acres of Future Development.
\$3,600,000 Sales Price



Conceptual Plan Data:

Parcel:	Appox. Gross Acres:	Land Use:	Residential Lot Size:	Number of Lots:
A1	9.00	Commercial	N/A	N/A
A2	6.80	Commercial	N/A	N/A
B	175.58	Single Family Res.	45'x115'	514
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4. Not for construction purposes.

Blue highlight is the property for sale



Comparable Developments



This visual is not comparative example of the investment

Major Housing Developments in the Area



Juniper Ridge Resort

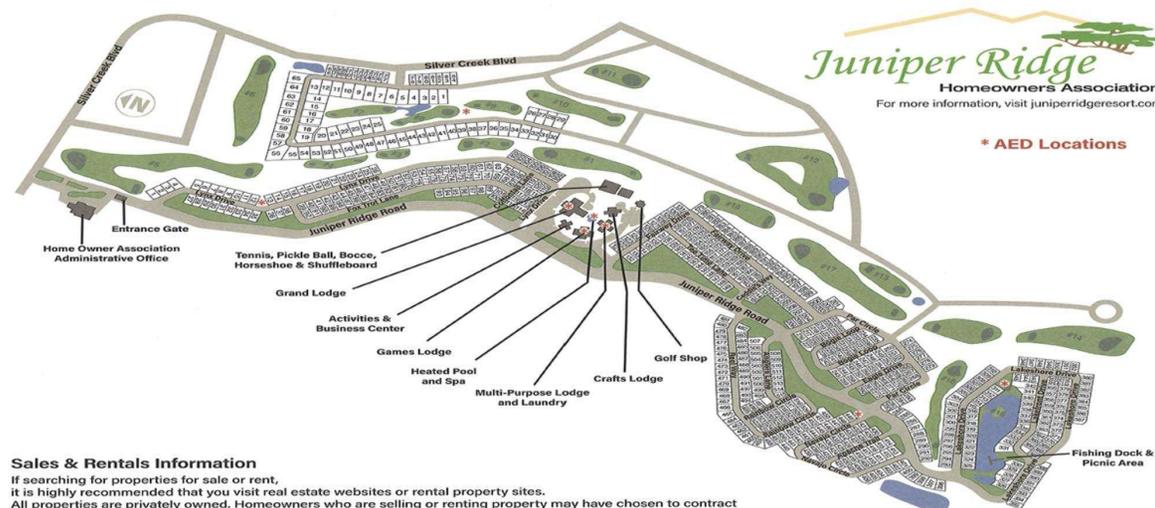
- Google Maps: <https://maps.app.goo.gl/ePnJAHXZwEyBg7B6A>
- Community website: Juniper Ridge

Property Information:

- 528 lots
- RVs and Park Models
- Amenities
 - Arts and craft building
 - Billiards
 - Card rooms
 - Church services
 - Clubhouse
 - Dog park
 - Fitness center
 - Golf course
 - RV and Boat Storage
 - Commercial offerings
 - Sports



Juniper Ridge Map



Sales & Rentals Information

If searching for properties for sale or rent, it is highly recommended that you visit real estate websites or rental property sites. All properties are privately owned. Homeowners who are selling or renting property may have chosen to contract with a real estate agent. The Juniper Ridge Resort Administration does not support a listing of properties for sale or rent.

Snow Creek

- Google Maps: <https://maps.app.goo.gl/ZCZguFRJ8tRs7HCz5>
- Community website: [Snow Creek Homes | Show Low Arizona | New Homes](#)

Property Information:

Located in Show Low, Arizona at 6,500 feet, this secluded community in the White Mountains is surrounded by tall pines yet close to all amenities. Snow Creek is gated, with reasonable HOA fees, fully improved large lots, extensive open space and improved hiking trails.

- 528 lots
- RVs and Park Models
- Amenities
 - Arts and craft building
 - Billiards
 - Card rooms
 - Church services
 - Clubhouse
 - Dog park



Comparable Houses For Sale



Houses	Website Link
8550 Antelope Dr, Show Low, AZ 85901	8550 Antelope Dr, Show Low, AZ 85901 - MLS #253255 BEX Realty
8678 Roundup Dr, Show Low, AZ 85901	8678 Roundup Dr, Show Low, AZ 85901 - MLS #6741252 BEX Realty
1331 Brown Trout Dr, Show Low, AZ 85901	1331 Brown Trout Dr, Show Low, AZ 85901 - MLS #252783 BEX Realty
8446 Big Bear Dr, Show Low, AZ 85901	8446 Big Bear Dr, Show Low, AZ 85901 - MLS #251339 BEX Realty
8562 Red Fox Ln, Show Low, AZ 85901	8562 Red Fox Ln, Show Low, AZ 85901 - MLS #252397 BEX Realty
1390 Bourdon Ranch Rd, Show Low, AZ 85901	1390 Bourdon Ranch Rd, Show Low, AZ 85901 - MLS #253310 BEX Realty
1920 Lynx Drive, Show Low, AZ 85901	1920 Lynx Drive, Show Low, AZ 85901 - MLS #6758516 BEX Realty



This visual is not the actual site



Interested In The Project?

Steve Matley
President, Coast 2 Coast Equities, Inc.
951-809-9720
602-919-3392
smatley@coast-2coast.com