

8/19/2024

88 Main St, Pinos Altos, NM 88053 - Hospitality Property for Sale - Bear Creek Cabins and Motel



88 Main St, Pinos Altos, NM 88053

\$2,150,000

Bear Creek Cabins and Motel

Fantastic Mountain Resort Opportunity Near Silver City NM!!

Billy Donnel
NM 19213
575.574.2603

Listing Added: 02/03/2021
Listing Updated:
8/19//2024

Silver
Advantage
REAL ESTATE

Details

Asking Price	\$2,150,000	Property Type	Hospitality, Mixed Use, Multifamily
Subtype	Motel, Cabns, Retreat 12,336	Investment Type	Owner/User
Square Footage	15	Price/Sq Ft	
Keys	15	Years Built	1982 up, last unit built 1999.
Buildings	commercial	Stories	2
Permitted Zoning	Yes	Lot Size (acres)	4.6
Broker Co-Op	LLC	Ground Lease	No
Ownership			

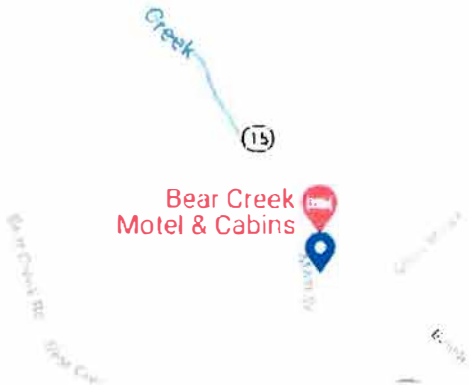
Marketing Description

Fabulous Bear Creek Cabins In Pinos Altos for sale. There are 15 rental units total, this includes 7 stand alone units, as well as 4 duplex units. All units have either wood stoves, or fireplaces. All units have microwaves and apartment refrigerator. The stand alone units have full kitchens. Included in the sale is what we fondly named the Lodge, an event center we built to accommodate weddings, family reunions, meetings, what ever folks need, with large kitchen inside. We also built what we call the Amphitheater and stage for events. The main office offers 2 living areas, one with a kitchen and bath up stairs, a large kitchen downstairs. We have a small meeting room below the Lodge, as well as a tool shed and supply shed. Included is a small snack machine building with snack machines. There's really to much to put in this box, please call for information and a showing, pictures attached show a small part. This is a Broker owned property.

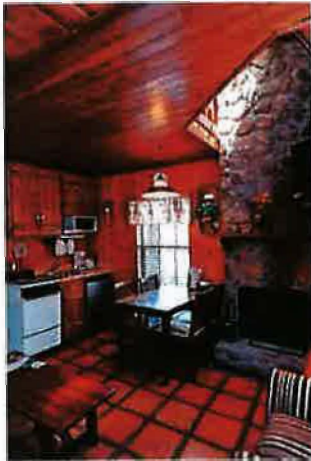
Investment Highlights

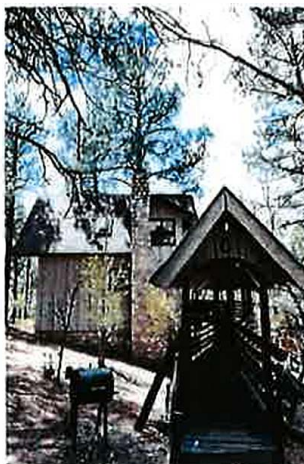
The property will make a great owner occupied property. The more hands on the owner is the more revenue. It currently employs 3 desk personnel on rotating shifts, 4 full time cleaners that rotate each week as well 1 grounds keeper/maintenance person. Situation also lends itself to an absentee owner with current staff in place. This would also lend itself to a family retreat, organizational retreat such as a church retreat, uses are really unlimited. Based on property configuration this property has done extremely well financially during the Covid crisis, as a matter of fact the best year ever in ownership.

Location (1 Location)



Property Photos (29 photos)





Bear Creek Motel & Cabins

History

Bear Creek Motel and Cabins started from a single cabin designed and built for personal use. The owner was originally a builder from California, living in El Paso. In order to escape the summer heat of the desert, he purchased land in Pinos Altos, which has an altitude of 7,000 ft and a lot of tall, historic Ponderosa Pine trees. It was approximately 1982 in which he built this first cabin. Each time he would visit, many travelers would stop in and ask if they could rent his cabin. It became such a frequent event he decided he would just build another cabin and rent to those needing a place to stay a night or two, and hence the idea for Bear Creek Cabins was born. As the years went by, the owner kept adding more cabins until the final cabin was built in 1999, for a total of 12 cabins. These consists of 4 duplex cabins, 7 single cabins, and an office cabin with living quarters. Totaling 15 rentable units and 1 living unit. Motel was added to the name later so people would realize they could rent for a single night.

Each cabin is custom build with exceptional craftsmanship and quality of materials. The builder went to great lengths to design each one uniquely, with special attention paid so they would blend nicely into the forest environment. Many trees were spared because they were accommodated with a special spot through the porch floor and roof.

Reason for Selling

We purchased the cabins in August of 2004, as a fulfillment of a long-time dream to own such a beautiful and peaceful property. Part of our plan for the cabins was to not only share the beauty and peacefulness with more travelers but also to leave it better than found when the day came for us to pass it on. We did many improvements and upgrade with the biggest change being the adding of the Lodge and amphitheater.

Because of age, we are now at a point in our life in which it is time to pass that dream on to the next owner and let new dreams and aspirations guide the future of the cabins. Travelers seem to be changing their routines, especially since 2020, by not only traveling distances closer to home but also seeking places that offer solitude and open spaces. Bear Creek is the perfect place for that scenario and number of visitors, even with occupancy restrictions, proved that idea.

Pricing

Of course, pricing a property you love can be a dangerous thing because value is always greater when you 'love' something. With that in mind and knowing the numbers must meet certain criteria we followed a rational, business valuation approach, business value and assets, when calculating the value of the property.

See as follows -

SDE – Seller Discretionary Earning

\$ 790,820

Assets

\$197,705 x 4 =
\$ 90,000

Land \$ 1,387,440

Bldg. sq ft -indoor \$ 84,480
11,280 x 123 =

Bldg. sq ft – indoor shed \$ 157,040
1056 x 80 =

Bldg. sq ft – covered \$ 52,000
3926 x 40 =

Furniture \$ 6,000

Gift Shop Inventory \$ 5,000

Artic Cat/ snowplow \$ 12,000

Cleaning carts -2 \$ 9,000

Misc \$ 5,220

Intangibles \$ 91,000

Total \$2,690,000

Property Info

Each cabin is custom handcrafted woodwork with a 2-story design, with a layout for maximum privacy for guests. There are 4 duplex cabins for a total of 8 rental units and 8 standalone cabins for a total of 7 rental units and 1 office. The office supports the reception area with gift shop, personal living space, laundry room, and business office. All cabins are two story with a lower outdoor front porch and upper balcony. Nine of the cabins have kitchenettes, and all have a fireplace or wood stove, 7 units with 2 bedrooms and 8 with one bedroom.

Amenities – all as regularly expected from a typical motel.

Furniture – most of the furniture has been update with new upholstery or has been replaced. Multiple new mattresses were purchase this year and we believe the remaining are in good condition.

Heating – We use multiple sources of heat. The main heating comes from propane heaters. Cabins A/B and 11/12 have forced air heating. Cabin C will have 2 Mr Cool units that provide heat and cool installed in upper bedrooms in the first part of 2022. All cabins except Cabin 2, Cabin 3, have newer heaters. These two have not been replaced because the work very well. We use small space heaters in the bathrooms and the two-bedroom cabins have small electric wall units in the private bedroom. We have recently started using fire logs for ambiance, providing 1 per day, and have firewood available for purchase.

Decking – We have replaced many of the porches with composite wood and continue to work toward reducing the real wood maintenance issue by replacing if needed. At this time, the remaining wood porches are in good shape.

Roofs – roofs are in good to better condition.

Septic's – We are in the process of working with the Environmental Department to upgrade the system in any areas that may need to be addressed.

Maintenance - As with any property maintenance will be ongoing and always be part of the picture. We have worked diligently to address issues as they come up.

Cleaning Carts – A newer model cleaning cart was purchased this year and the old cart was repaired and in good working condition and used for back up.

Artic Cat – is used for plowing snow, extra cart for housekeeping, or delivering firewood. Is in good condition.

Gift shop – the gift shop has been a great addition to the property. The value attached is an estimate. We just put in a new display of ‘stickers’ at a cost of \$1,200. I believe that estimate will be very close.

Laundry Equipment – the laundry is equipped with 3 regular washers and 1 large capacity commercial washer. It also has 1 regular dryer, 2 new commercial dryers, and 1 large capacity commercial dryer.

Miscellaneous – these items include all the parts and tools, supplies on hand, miscellaneous furniture, tables, chairs, misc. in lodge, cabin décor and Christmas decorations.

Employees

Our current employees have been with us for years. The housekeeping staff has never missed a day – rain, snow, or heat. All front desk employees and maintenance workers are willing to continue with new owner if needed.

Outlook

Despite Covid, Bear Creek Cabins flourished in 2020, 2021, and 2022 and beyond looks extremely positive. We have guests come from all around the world. Our customer base and repeat guests’ numbers have really grown over the past few years. Of course, we have the occasional unhappy person that will not be satisfied, but we get amazing reviews and most guests absolutely love the property.

We have not done a rate increase in years and are putting one in place March 1 of this year. It will be minimal, \$10 per room per night, but we expect the impact on the earnings to be significant. We also increased our pet fee from \$10 to \$15 and this too will have an impact on the bottom line.

We believe there is room for tremendous expansion of business through the lodge. The opportunity of income from weddings, family reunions and other events is untapped and could be tremendous. Sponsoring local events, serving beer and wine, etc. could all add a source of additional income. Our desire to do these things was there, but because of other commitments we were just unable to make them happen.

<i>No Tax Amounts included</i>	2015	2016	2017	2018	2019	2019 yr to date total	2020	2020 yr to date total	2021	2021 yr to date total	
January Sales	\$16,813.87	\$17,717.78	\$14,763.81	\$24,984.81	\$21,097.49		\$26,723.68		\$26,736.07		
January Gift Shop	\$0.00	\$376.62	\$271.50	\$645.02	\$665.23	\$21,762.72	\$785.96	\$27,509.64	\$779.52	\$27,515.59	
February Sales	\$19,630.91	\$20,778.28	\$17,984.28	\$20,417.51	\$17,929.68		\$25,501.92		\$30,547.82		
February Gift Shop	\$0.00	\$333.71	\$604.87	\$1,176.54	\$680.89	\$40,373.29	\$783.44	\$53,795.00	\$1,221.87	\$59,285.28	
March Sales	\$34,469.45	\$37,241.47	\$36,021.50	\$45,299.32	\$43,747.96		\$32,895.23		\$56,227.75		
March Gift Shop	\$0.00	\$567.62	\$572.88	\$1,610.90	\$737.36	\$84,858.61	\$970.34	\$87,660.57	\$3,205.10	\$118,718.13	
April Sales	\$35,126.68	\$27,466.61	\$30,252.50	\$36,698.11	\$35,276.13		\$10,267.37		\$50,847.01		
April Gift Shop	\$0.00	\$368.19	\$625.54	\$433.08	\$1,885.46	\$122,020.20	\$160.68	\$98,088.62	\$1,951.47	\$171,516.61	
May Sales	\$35,660.67	\$30,789.23	\$40,341.82	\$44,186.71	\$37,188.86		\$36,389.35		\$49,402.24		
May Gift Shop	\$791.91	\$249.42	\$451.72	\$1,102.82	\$811.63	\$160,020.69	\$1,305.98	\$135,783.95	\$2,202.47	\$223,121.32	
June Sales	\$28,188.11	\$31,360.76	\$31,077.84	\$36,148.08	\$43,713.83		\$51,105.14		\$55,146.94		
June Gift Shop	\$364.61	\$278.67	\$699.70	\$798.30	\$1,228.76	\$204,963.28	\$1,535.01	\$188,424.10	\$1,318.14	\$279,586.40	
July Sales	\$40,846.85	\$40,018.16	\$37,744.04	\$38,617.43	\$44,152.96		\$55,559.82		\$59,494.38		
July Gift Shop	\$539.30	\$658.45	\$926.97	\$722.67	\$1,259.55	\$250,375.79	\$1,813.28	\$245,797.20	\$5,640.28	\$344,721.06	
August Sales	\$29,780.34	\$26,698.16	\$35,099.50	\$38,246.22	\$40,932.54		\$54,593.16		\$45,910.86		
August Gift Shop	\$188.20	\$238.15	\$392.30	\$823.76	\$594.69	\$291,903.02	\$1,792.68	\$302,183.04	\$3,595.38	\$394,227.30	
September Sales	\$28,846.89	\$28,648.17	\$39,671.09	\$34,279.37	\$34,640.37		\$54,804.26		\$42,069.92		
September Gift Shop	\$299.81	\$170.02	\$463.57	\$667.85	\$916.17	\$327,459.56	\$1,926.86	\$358,914.16	\$1,678.11	\$437,975.33	
October Sales	\$35,536.75	\$32,188.90	\$32,116.13	\$35,436.95	\$43,519.18		\$53,534.90		\$59,625.88		
October Gift Shop	\$571.19	\$820.59	\$1,144.95	\$1,455.71	\$1,457.66	\$372,436.40	\$1,698.96	\$414,148.02	\$1,767.60	\$499,368.81	
November Sales	\$26,674.69	\$31,543.46	\$31,144.31	\$26,468.28	\$34,421.59		\$35,694.11		\$45,209.52		
November Gift Shop	\$561.17	\$654.51	\$466.82	\$488.81	\$1,584.07	\$408,442.06	\$667.41	\$450,509.54	\$1,817.41	\$546,395.74	
December Sales	\$27,909.96	\$25,678.12	\$28,528.57	\$28,375.65	\$23,893.61		\$32,587.44		\$45,209.52		
December Gift Shop	\$547.72	\$695.10	\$1,003.85	\$783.17	\$1,088.66	\$433,424.33	\$2,811.35	\$485,908.33	\$1,590.43	\$593,195.69	
Totals	\$363,349.08	\$355,540.15	\$382,370.06	\$419,867.07	\$433,424.33		\$485,908.33		\$593,195.69		
Total Sales	\$359,485.17	\$350,129.10	\$374,745.39	\$409,158.44	\$420,514.20		\$469,656.38		\$566,427.91		
Total Gift Shop	\$3,863.91	\$5,411.05	\$7,624.67	\$10,708.63	\$12,910.13		\$16,251.95		\$26,767.78		
Grand Total	\$363,349.08	\$355,540.15	\$382,370.06	\$419,867.07	\$433,424.33		\$485,908.33		\$593,195.69		

Jan 1, 2020- Dec 31, 2020

Financial Statements in U.S. Dollars

12 Months 2020

2020

Revenue

Lodging Sales w/o taxes
Gift Shop Sales w/o taxes
Net Sales

Does NOT include include GR or Lodgers Tax -
(tax not shown as expense)

\$476,435.83

\$14,492.58

\$490,928.41

Gross Profit (Loss)

\$490,928.41

Expenses

Advertising
Commissions

Contract Labor
Dues and Subscriptions
Gift Shop Cost of Goods
Insurance
Legal and Professional Fees
Licenses and Fees
Miscellaneous
Office Expense
Repairs and Maintenance
Supplies
Taxes - Property
Utilities
Wages - Front Desk
Wages - Housekeeping
Wages - Maintenance
Bc Payroll Expenses

Credit Card processing & Expedia
Fees

Reservation Software & Quick books

Liability & Workers Comp

\$5,612.56

\$22,863.74

\$0.00

\$3,026.48

\$6,587.54

\$23,336.20

\$61.00

\$25.00

\$0.00

\$2,757.94

\$13,637.04

\$30,519.33

\$7,361.26

\$48,213.36

\$45,814.55

\$50,485.45

\$13,056.59

\$10,070.49

Total Expenses

\$283,428.53

Net Income Without Special Projects

\$207,499.88

Special Projects - supplies
Special Projects - Wages
Furniture
Tools

\$15,381.79

\$12,031.66

\$5,766.96

\$2,771.33

\$35,951.74

Net Income with Special Projects

\$171,548.14

Jan 1, 2019- Dec 31, 2019

Financial Statements in U.S. Dollars

12 Months 2019

2019

Revenue

Lodging Sales w/o taxes	Does NOT include include GR or Lodgers Tax - (tax not shown as expense)	\$432,476.42	
Gift Shop Sales w/o taxes		\$13,089.56	
Net Sales			\$445,565.98
Gross Profit (Loss)			\$445,565.98

Expenses

Advertising	Include 2 yrs for video	\$18,360.26	
Commissions	Credit Card processing & Expedia Fees	\$22,969.02	
Contract Labor		\$0.00	
Dues and Subscriptions	Reservation Software & Quick books	\$2,891.51	
Gift Shop Cost of Sales		\$5,949.80	
Insurance	Liability & Workers Comp	\$23,627.15	
Legal and Professional Fees		\$500.00	
Licenses and Fees		\$25.00	
Miscellaneous		\$0.00	
Office Expense		\$1,319.03	
Repairs and Maintenance		\$4,624.71	
Supplies		\$24,231.27	
Taxes - Property		\$6,865.16	
Taxes - Payroll		\$8,495.13	
Utilities		\$43,726.61	
Wages - Front Desk		\$47,585.00	
Wages - Housekeeping		\$46,672.29	
Wages - Maintenance		\$19,011.12	
Total Expenses			\$276,853.06
Net Income Without Special Projects			\$168,712.92
Special Projects		\$2,896.58	
Carpet		\$24,581.47	
Décor Upgrades		\$792.33	
			\$28,270.38
Net Income with Special Projects			\$140,442.54

Jan 1, 2018- Dec 31, 2018

Financial Statements in U.S. Dollars

12 Months 2018

2018

Revenue

Lodging Sales w/o taxes
Gift Shop Sales w/o taxes
Net Sales

Does NOT include include GR or Lodgers Tax -
(tax not shown as expense)

\$417,078.62

\$10,183.81

\$427,262.43

Gross Profit (Loss)

\$427,262.43

Expenses

Advertising
Commissions
Contract Labor
Dues and Subscriptions
Gift Shop Cost of Sales
Insurance
Legal and Professional Fees
Licenses and Fees
Miscellaneous
Office Expense
Repairs and Maintenance
Supplies
Taxes - Property
Taxes - Payroll
Utilities
Wages - Front Desk
Wages - Housekeeping
Wages - Maintenance

Credit Card processing & Expedia
Fees

Reservation Software & Quick books

Liability & Workers Comp

\$16,305.94

\$20,030.19

\$0.00

\$2,580.27

\$4,629.00

\$25,071.82

\$500.00

\$25.00

\$0.00

\$1,837.85

\$6,751.96

\$31,437.58

\$7,010.92

\$9,587.71

\$37,062.24

\$42,724.64

\$54,756.32

\$18,678.54

Total Expenses

\$278,989.98

Net Income Without Special Projects

\$148,272.45

Special Projects - laundry room expansion
Carpet
Special Projects -Wages & Payroll Tax
Décor Upgrades

\$16,069.66

\$5,355.65

\$13,656.47

\$1,600.00

\$36,681.78

Net Income with Special Projects

\$111,590.67

Income Statement

Bear Creek Motel & Cabins
Jan 1, 2017- Dec 31, 2017

Financial Statements in U.S. Dollars

12 Months 2017

2017

Revenue

Lodging Sales w/o taxes
 Gift Shop Sales w/o taxes
Net Sales

Does NOT include include GR or
 Lodgers Tax - so not shown as

\$376,171.82
 \$7,624.67

\$383,796.49

Gross Profit (Loss)

\$383,796.49

Expenses

Advertising
 Commissions
 Contract Labor
 Dues and Subscriptions
 Gift Shop - Cost of Sales
 Insurance
 Legal and Professional Fees
 Licenses and Fees
 Miscellaneous
 Office Expense
 Repairs and Maintenance
 Supplies
 Taxes - Property
 Taxes - Payroll
 Utilities
 Wages - Front Desk
 Wages - Housekeeping
 Wages - Maintenance

CC processing & Expedia. Expedia fee
 started in March of 2017

Reservation Software & Quick books

Liability & Workers Comp

\$19,604.91

\$16,621.96

\$0.00

\$4,128.39

\$3,465.00

\$21,730.17

\$0.00

\$0.00

\$0.00

\$2,237.62

\$8,636.89

\$25,124.41

\$7,035.02

\$10,159.11

\$38,304.41

\$44,025.00

\$40,173.87

\$11,080.75

Total Expenses

\$252,327.51

Net Income Without Special Projects

\$131,468.98

Special Projects - Roof & Porch Replacements
 Special Projects - Wages
 Special Projects - Payroll Tax
 Décor Upgrades - furniture

\$28,645.22

\$13,845.00

\$1,528.63

\$2,703.28

\$46,722.13

Net Income with Special Projects

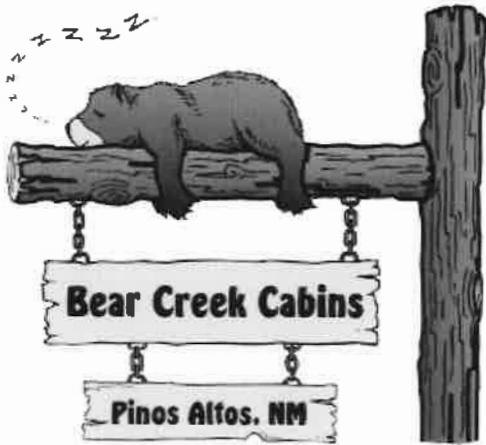
\$84,746.85

No Tax Amounts included

	2015	2016	2017	2018	2019	2019 yr to date total	2020	2020 yr to date total
January Sales	\$16,813.87	\$17,717.78	\$14,763.81	\$24,984.81	\$21,097.49		\$26,723.68	
January Gift Shop	\$0.00	\$376.62	\$271.50	\$645.02	\$665.23	\$21,762.72	\$785.96	\$27,509.64
February Sales	\$19,630.91	\$20,778.28	\$17,984.28	\$20,417.51	\$17,929.68		\$25,501.92	
February Gift Shop	\$0.00	\$333.71	\$604.87	\$1,176.54	\$680.89	\$40,373.29	\$783.44	\$53,795.00
March Sales	\$34,469.45	\$37,241.47	\$36,021.50	\$45,299.32	\$43,747.96		\$36,698.74	
March Gift Shop	\$0.00	\$567.62	\$572.88	\$1,610.90	\$737.36	\$84,858.61	\$1,034.02	\$91,527.76
April Sales	\$35,126.68	\$27,466.61	\$30,252.50	\$36,698.11	\$35,276.13		\$10,267.37	
April Gift Shop	\$0.00	\$368.19	\$625.54	\$433.08	\$1,885.46	\$122,020.20	\$160.68	\$101,955.81
May Sales	\$35,660.67	\$30,789.23	\$40,341.82	\$44,186.71	\$37,188.86		\$36,389.35	
May Gift Shop	\$791.91	\$249.42	\$451.72	\$1,102.82	\$811.63	\$160,020.69	\$1,305.98	\$139,651.14
June Sales	\$28,188.11	\$31,360.76	\$31,077.84	\$36,148.08	\$43,713.83		\$51,105.14	
June Gift Shop	\$364.61	\$278.67	\$699.70	\$798.30	\$1,228.76	\$204,963.28	\$1,535.01	\$192,291.29
July Sales	\$40,846.85	\$40,018.16	\$37,744.04	\$38,617.43	\$44,152.96		\$55,559.82	
July Gift Shop	\$539.30	\$658.45	\$926.97	\$722.67	\$1,259.55	\$250,375.79	\$1,813.28	\$249,664.39
August Sales	\$29,780.34	\$26,698.16	\$35,099.50	\$38,246.22	\$40,932.54		\$60,905.49	
August Gift Shop	\$188.20	\$238.15	\$392.30	\$823.76	\$594.69	\$291,903.02	\$1,910.32	\$312,480.20
September Sales	\$28,846.89	\$28,648.17	\$39,671.09	\$34,279.37	\$34,640.37		\$58,804.26	
September Gift Shop	\$299.81	\$170.02	\$463.57	\$667.85	\$916.17	\$327,459.56	\$1,926.86	\$373,211.32
October Sales	\$35,536.75	\$32,188.90	\$32,116.13	\$35,436.95	\$43,519.18		\$53,534.90	
October Gift Shop	\$571.19	\$820.59	\$1,144.95	\$1,455.71	\$1,457.66	\$372,436.40	\$1,698.96	\$428,445.18
November Sales	\$26,674.69	\$31,543.46	\$31,144.31	\$26,468.28	\$34,421.59		\$35,694.11	
November Gift Shop	\$561.17	\$654.51	\$466.82	\$488.81	\$1,584.07	\$408,442.06	\$667.41	\$464,806.70
December Sales	\$27,909.96	\$25,678.12	\$28,528.57	\$28,375.65	\$23,893.61		\$32,587.44	
December Gift Shop	\$547.72	\$695.10	\$1,003.85	\$783.17	\$1,088.66	\$433,424.33	\$2,811.35	\$500,205.49
Totals	\$363,349.08	\$355,540.15	\$382,370.06	\$419,867.07	\$433,424.33		\$500,205.49	
Total Sales	\$359,485.17	\$350,129.10	\$374,745.39	\$409,158.44	\$420,514.20		\$485,078.20	
Total Gift Shop	\$3,863.91	\$5,411.05	\$7,624.67	\$10,708.63	\$12,910.13		\$15,127.29	
Grand Total	\$363,349.08	\$355,540.15	\$382,370.06	\$419,867.07	\$433,424.33		\$500,205.49	

BEAR CREEK MOTEL CABINS
BUILDINGS SQUARE FOOTAGE

Building	Total Sq Ft	Indoor / Living Sq Ft	Cover Outdoor Area	Duplex	Length of Walkway
A/B	1536	1082	454	Y	B - 22'
1	733	543	190		
2	732	551	181		
3	873	746	127		19'
4/5	1181	906	275	Y	20
C	1012	723	289		55'
6	792	684	108		44'
7	892	759	133		
8	892	759	133		
9/10	1170	798	372	Y	
11/12	1352	880	472	Y	12 - 22'
Lodge	1932	1564	368		
Totals	13097	9995	3102		
Office	1734	1285	449		
Wood Shed	528		528		
Supply Shed	320	320			
Meeting Room	580	480	100		
Tool Shed	220	220			
Cart Shed	196		196		
Well House	36	36			
Totals	3614	2341	1273		



Cabin Map

