



Sale Price:
\$2,700,000

Cap Rate:
6.65%

Juniper Roost

301 S. O'Leary Street, Flagstaff | Arizona

This industrial mansion style can accommodate 26 guests in 12 bedrooms. The floor plan allows for flexibility to rent to smaller groups with private entrances and is broken down on The Gathering Tree website as:

- *Juniper Luxury Retreat for the entire building*
- *Juniper Nest on the first floor with 6 bedrooms/6 baths*
- *Rustic Roost on the second/third floors with 6 bedrooms/6 baths*

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Short-Term Rental Laws

Why are these short-term rental properties a solid bet for the future?

Arizona is the 8th most visited state in the country. The Grand Canyon is the 2nd most visited National Park in the nation with 4.73 million visitors in 2023 beating out Yellowstone, Yosemite, Joshua Tree etc.

A unique blend of state legislations make Arizona one of the most short-term rental friendly states in the US. Arizona does not impose short-term rental rules and also strictly limits the rights of cities and towns to do so. This was memorialized in 2017 when the State of Arizona passed Senate Bill 1350, which severely restricts the ability of local authorities to regulate and limit the vacation rental industry across Arizona. Strong revenue numbers and legislative protections have fueled widespread growth of vacation rentals in the state. Arizona's Private Property Rights Protection Act, passed by voters in 2006 further protects the owner's rights to the current uses effectively blocking cities and counties from passing future restrictions.

Individual cities have been able to enact their own short-term rental definitions. The City of Flagstaff defines a short-term rental as the rental of part or all of any legally permitted dwelling unit for less than 30 consecutive days, in line with the statewide definition. Flagstaff vacation rental owners must get a TPT License from the Arizona Department of Revenue.

Why there will be limited competition going forward.

The City of Flagstaff created and approved a "High Occupancy Housing" ordinance on November 7, 2020. This ordinance incorporates significant restrictions and additional parking requirements on any future proposed developments that meet the definition of high occupancy housing. This ordinance restricts single family residences to a maximum of six bedrooms and five bathrooms and duplex units are restricted to a maximum of seven bedrooms and four bathrooms per unit. This ordinance will limit future competition to the existing large short-term rental properties in the market because these existing properties cannot be replicated.

The combination of Senate Bill 1350 which protects the rights of short-term rentals in Arizona, Prop 207 which blocks future attempts to regulate, and the City of Flagstaff's High Occupancy Housing ordinance which severely restricts/eliminates the ability to build competing assets, all add up to a unique package of performing properties that are well insulated from future regulation and competition.

Arizona State and City of Flagstaff Short-Term Rental Laws



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301 S. O’Leary Street, Juniper Roost

Situated in a downtown industrial style mansion, this luxury retreat blends a clean, modern aesthetic with rustic industrial flavor. Juniper Roost has 2 distinct and fully contained accommodation levels with separate entrances, high-end kitchens, dining/living room areas, and full-size washers and dryers. Each level boasts 6 suites (total 12) consisting of 4 queen bed suites and 2 double twin bed suites, and the twin bed suites can conveniently be converted to king upon request. All suites have a closet for tucking away travel items and private bathrooms with shower/tub combo, large vanity, and high-grade fixtures.

The grand formal dining hall is ideal for hosting group collaboration sessions, board meetings, and

rehearsal or family reunion dinners. An oversized game room and outdoor entertaining deck on the third level provide the ultimate spot for team building, after-work down time, or an all-around great place for the kids to hang out. The game room is equipped with air hockey, pool, foosball, vintage arcade and classic board games. The third floor deck provides unobstructed views of downtown and the peaks, and features a 7 person hot tub and gas flame fire pits.

All group segments from corporate, special events, and church retreats to family reunions and friends traveling together will find enough room for everyone to assemble or break out as needed in this well designed mansion.

301 S. O’Leary Street

Highlights

- Excellent location within walking proximity of Northern Arizona University and downtown Flagstaff transit
- Incredible view of the San Francisco Peaks
- Outstanding architectural features and finishes
- Locally milled juniper and fabricated/welded steel furniture/wall accents
- Custom welded i-beam awnings with cast iron clevis/hardware
- Custom patio furniture with Sunbrella upholstery
- Sound insulated between floors/walls
- Duplex with distinct utilities/meters/HVAC zones.
- Extremely flexible floor plan
- Built for no/low maintenance with metal roofs/commercial drywall/exterior finishes.

Amenities

- A deluxe housewares and specialty appliance package
- Complimentary coffee and teas supplied with sugar and cream, basic spices and oils
- Dishwasher and laundry detergent
- Fresh linens, towels, and bath essentials for every guest
- 50/50 ration of walk-in showers and shower/bath combos
- Unlimited Wi-Fi
- Hot Tubs and fire pits

Specifications

- **Square footage:** Single family residence with 4,994 SF rental area
- **Land area:** 6,922 square feet or 0.1589 acres
- **Accommodations:** 26 guests
12 bedrooms · 16 beds · 12 baths
- **Property parking:** includes 2 two car garages plus 4 open air parking spaces for a total parking capacity of 8 vehicles
- **Zoning:** Opted into Transect zoning: T4N1
- **APN:** #104-01-001A
- **Property Taxes:** \$10,595 (2024)
- **Age:** Construction completed and first open for operations 2021
- **Frontage:** O'Leary frontage 39.99 feet and Butler frontage 43.17 feet
- **Access:** Private access off of Butler Avenue
- **Surrounding use:** Mix of multifamily and single family residential

301 S. O'Leary Street

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First floor dining area part of 1 of 2 great rooms in the mansion



Second floor Great Room French doors and Balcony



Fully equipped state of the art kitchens on each floor

301 S. O'Leary Street



Second floor kitchen with great San Francisco Peaks view



Ensuite bathroom in each individual bedroom suite



Designed to accommodate 26 guests in 12 bedrooms

301 S. O'Leary Street



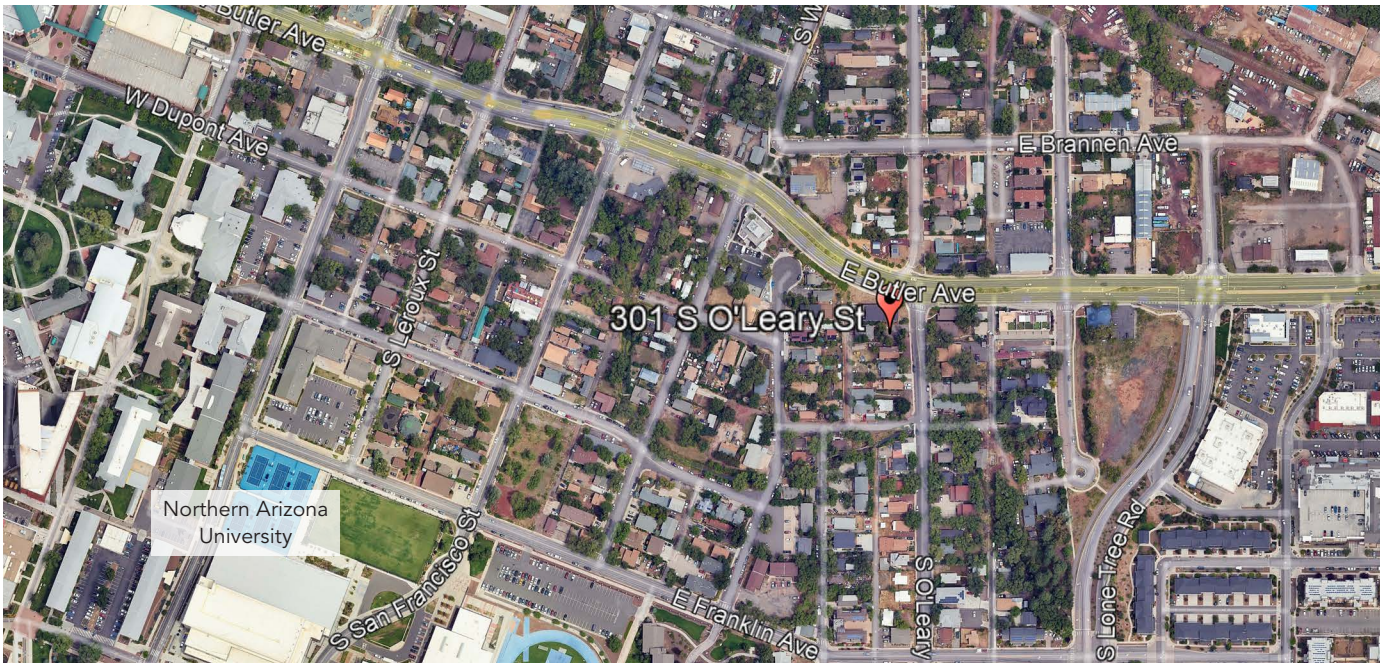
Third floor deck with hot tub outside of game room doors



Third floor entertainment deck with firepits and Peaks view



Game room pool table, air hockey, and comfortable seating



Flagstaff Market Overview

For most people in the country the perception of anywhere in Arizona is one of arid desert and oppressive heat. They are surprised to learn that the city of Flagstaff is high in the mountains, surrounded by the largest ponderosa pine forest in the world and enjoys classic four-season weather. Flagstaff elevation ranges from 7,000 feet in town to more than 12,000 feet on the San Francisco Peaks. Just two hours away from the desert city of Phoenix, Flagstaff enjoys a cooling escape during the Arizona summer months and access to winter recreational activities with snow play, skiing and snowboarding.

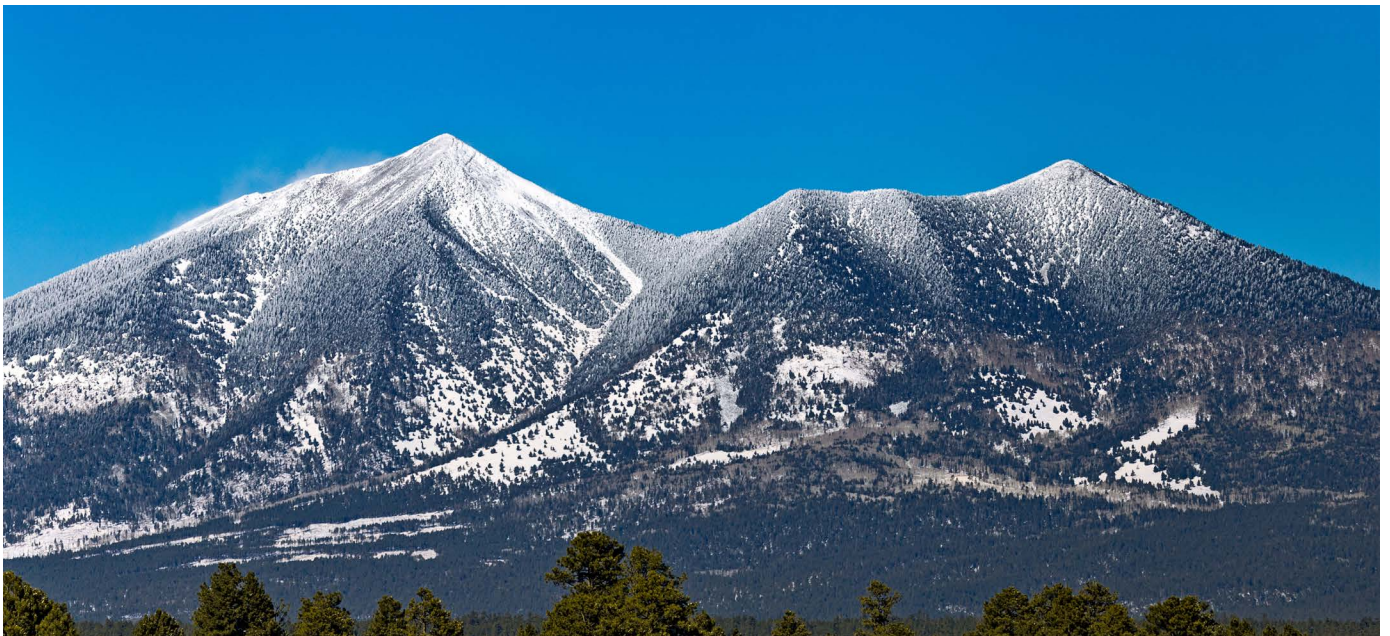
The Flagstaff metro area is located in Coconino County in northern Arizona. The county population consists of approximately 145,000 individuals. In the city of Flagstaff, the total population is 77,000. Northern Arizona University is a major economic driver in Flagstaff with a total enrollment at the Flagstaff campus of more than 23,000 students.

The influence of Northern Arizona University is evident in the level of education achieved among the area's population. Nearly one in three residents have

at least a bachelor's degree compared to one in four statewide. While median incomes in Flagstaff closely track the statewide average, housing prices skew higher with the median-valued owner-occupied home in Flagstaff approximately 20 percent higher than the statewide median.

The primary contributor to Flagstaff's economy is by far the tourism sector. Notably, as a result, Flagstaff has more hotel rooms per capita than Las Vegas. Because of the tourism base, the economy was expected to be strongly impacted for the worse when the Covid pandemic hit. Surprisingly the Flagstaff tourism market was at an advantage because much of it is based on outdoor activity.

In addition to tourism and education, Flagstaff has a strong science sector which includes Flagstaff Medical Center; a regional hospital and level 1 trauma facility, W.L. Gore medical products, and Lowell Observatory; one of the oldest observatories in the United States and famous for the discovery of Pluto. Flagstaff is designated as the world's first Dark Sky City for its work in preservation of the night sky's natural resource.



Flagstaff Tourism Overview

Flagstaff's number one industry is tourism. Supported by proximity to the Grand Canyon and Sedona, Flagstaff draws five million visitors a year, making a strong tourism market for vacation rentals. The economic impact of this sector amounts to \$750 million a year generating more than 8,000 jobs, with demand for both domestic and international tourism.

Located at the junction of I-40 and I-17, Flagstaff is the regional crossroad for Northern Arizona and Grand Canyon National Park. Visitors and a large second homeowner population in Flagstaff are drawn to the city's four seasons, accessible location and fulfilling quality of life. Flagstaff is approximately 90 minutes from the Grand Canyon, 45 minutes from Sedona, two hours away from Phoenix, and approximately four hours from Las Vegas by car. The airport has direct flights to Phoenix and Dallas-Fort Worth on American Airlines.

Flagstaff's strong sense of community celebrates its rich resources for diverse interests and activities. Outdoor recreation is abundant with hundreds of miles of hiking, running and biking trails. Summers are filled with festivals and celebrations including the Museum of Northern Arizona's Heritage Festival with indigenous artists from the Colorado Plateau, the weekly Flagstaff Community Market, Art in the Park, and the Hopi Art and Culture Festival, along with many more events. Autumn brings tourists from lower elevations to view the beautiful fall colors, especially plentiful on the San Francisco Peaks. Winter months invite everyone to enjoy the fun of snow sports with skiing and snowboarding.

Situated on the Colorado Plateau, Flagstaff serves as a base for broader exploration of several nearby national parks and monuments, along with access to cultural experiences on the Navajo Nation and Hopi.



Close Proximity to the Grand Canyon Promotes Tourism



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