



Mobile Home Park for Sale
CLAIM JUMPERS MOBILE COURT & STORAGE
200 Charles Street
Deadwood, SD 57732

Claim Jumpers Mobile Court & Storage

Asking Price: \$3,185,000

17.28 +/- Acres | Deadwood, SD | Turn-Key | 100% Occupancy

REVENUE CAPTURING OPPORTUNITIES



Mid-Plains Land & Realty, Inc.
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The above information is from sources deemed reliable; however, the accuracy is not guaranteed

DISCLAIMER & INDEX

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DISCLAIMER

This Offering Memorandum has been prepared by Mid-Plains Land & Realty for informational purposes only and is based on information provided by the property owner and other sources deemed reliable, but which have not been independently verified. No representation or warranty, express or implied, is made as to the accuracy or completeness of the information contained herein. Financial data, projections, and operating assumptions are provided for illustrative purposes only and may not reflect actual results. Prospective purchasers are encouraged to conduct their own independent due diligence and rely solely on their own analysis and any executed agreements. The property is offered subject to prior sale, price change, or withdrawal without notice.

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1. OFFERING OVERVIEW

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OFFERING DETAILS

Commercial Type	Mobile Home Park Self Storage Units
Asking Price	\$3,185,000
CAP Rate	6.11%
Zoning Type	Commercial Hwy
Total Acres +/-	17.28
2025 Taxes	\$11,832
TOH Sites	34
POH Sites	1
Long Term RV Pads	1
Storage Units	94
Office/Shop	1
Website	Claimjumperspark.com

PROPERTY OVERVIEW

Situated in Deadwood, South Dakota, and only a 40-minute drive from Rapid City, SD, this pristine community presents a turn-key solution to address the persistent affordable housing shortage that has affected Rapid City and its surrounding region for over a decade.

Rapid City has experienced an additional population growth of 12% just in the past four years as it serves as the home to significant institutions, including Ellsworth Air Force Base, Monument Health, National American University, Western Dakota Technical College, and the South Dakota School of Mines & Technology.

As Rapid City continues to further develop, with initiatives such as the Black Hills Industrial Center—anticipated to create 2,000 additional jobs—and the future establishment of the Quantum Materials Institute (QMI) by the South Dakota School of Mines & Technology, Claim Jumpers Mobile Court & Storage is positioned to continue its strong history of being 100% occupied for the foreseeable future.



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2. GEOGRAPHICAL AREA

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KEY AREA TOWNS & CITIES



Spearfish, South Dakota

Population: 13,282
Approx. 15 Miles North



Whitewood, South Dakota

Population: 943
Approx. 12.6 Miles Northeast



Sturgis, South Dakota

Population: 7,067
Approx. 13 Miles Northeast



Lead, South Dakota

Population: 3,035
Approx. 4 Miles Southwest



Rapid City, South Dakota

Population: 84,930
Approx. 41 Miles Southeast



AREA MOBILE HOME DEALERS



Liechty Homes

Rapid City, SD
Distance: 31 Miles



Centennial Homes

Rapid City, SD
Distance: 31.7 Miles



Mobile Home Brokers

Rapid City, SD
Distance: 42.1 Miles



Foothills Homes, Inc.

Rapid City, SD
Distance: 37.1 Miles



Northern Hills Homes & RVs

Whitewood, SD
Distance: 15.8 Miles



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3. AREA INDUSTRY & INVESTMENTS

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Due to thriving economic conditions, Rapid City, SD, experienced a 3.05% growth rate between 2023 and 2024. This type of year-over-year growth rate has forced many to seek affordable housing in Deadwood, Sturgis, Spearfish, and surrounding communities over the last decade. As one of South Dakota's main metropolitan areas, Rapid City's growth is anticipated to continue well into the future.

Ellsworth Air Force Base

Located 10 miles Northeast of Rapid City, SD, Ellsworth Air Force Base is home to the Strategic Air Command's B-1B Lancer bomber fleet and over 8,000 military members.

South Dakota School of Mines & Technology

Located in Rapid City, SD, SDM received a \$5 million National Science Foundation grant as part of South Dakota's legislative Bill 45 to establish a Quantum Materials Institute for advancements in quantum computing.

Monument Health

Owned by Grayson Capital and headquartered in Rapid City, SD, as a member of the Mayo Clinic network, Monument Health employs approximately 5,000 caregivers in its 5 hospitals and 40+ clinics across South Dakota and Wyoming.

Dream Design International, Inc.

Headquartered in Rapid City, SD, Dream Design International, Inc., in cooperation with TPH, LLC, broke ground on a 700+/- acre project known as Rapid City's Black Hills Industrial Center. This project is estimated to bring 2,000 professional jobs to the area once completed. (Source: <https://www.dreamdesigninc.com>)

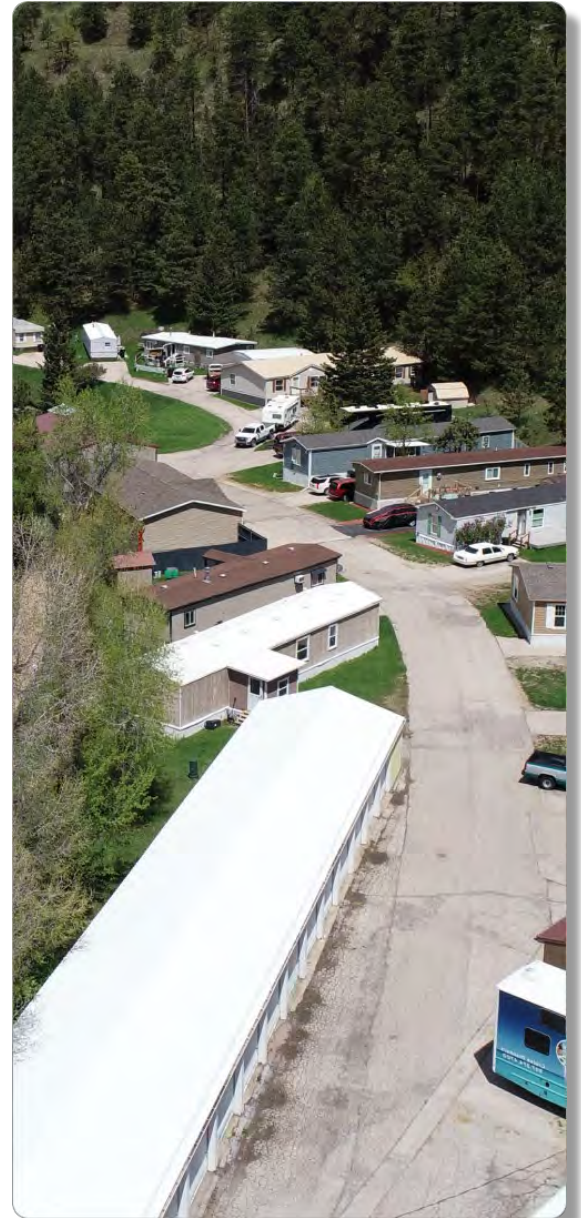
TPH, LLC

Headquartered in Rapid City, SD, TPH, LLC has invested heavily in the local housing market by acquiring:

- Shepards Meadow Mobile Home Community, which is a 118-site community within Rapid City, dedicated to 55+ aged residents.
- Mile High Mobile Home Park, which is a 50-site community located 1 mile from Claim Jumpers Mobile Court & Storage

Deadwood Ridge Apartments

Located in Deadwood, SD, this 63-unit apartment complex was revitalized with financing from South Dakota's Housing Infrastructure Financing Program.



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4. DEADWOOD, SD HOUSING MARKET

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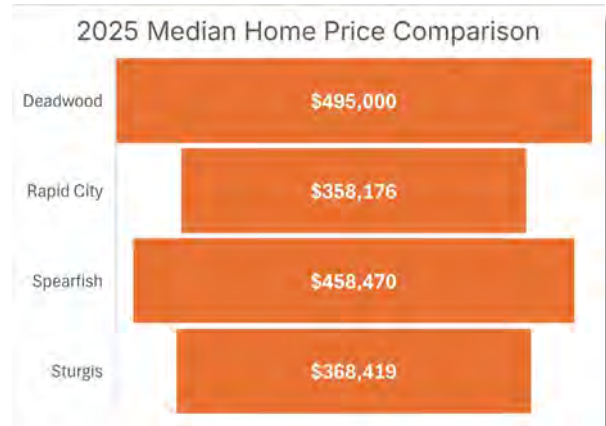


Due to Western South Dakota's topology, it is not unusual for members of the area's workforce to utilize bedroom communities within a 60-mile radius for their affordable housing needs. Many individuals choose Deadwood, SD, based on the amenities available.



Deadwood, SD – Location of Property

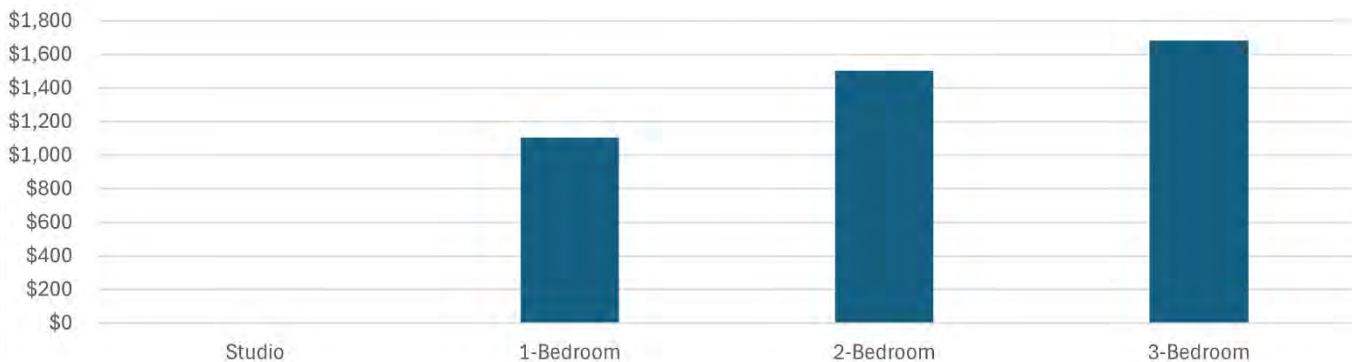
County	Lawrence
Population	1,420
Median Age	50.3 Years
Median Household Income	\$50,478
Home Ownership	50.4%
Median Home Price*	\$495,000
2025 Median Home List Price*	\$691,050
Local Economic Industry	Tourism, Casino Gaming, Mining
Website	Deadwood.com



*Information sourced from Zillow.com

Deadwood, SD Avg. Monthly Residential Rental Rates

*Sourced from Apartments.com



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5. RAPID CITY, SD HOUSING MARKET

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Rapid City, SD – Distance 41 Miles

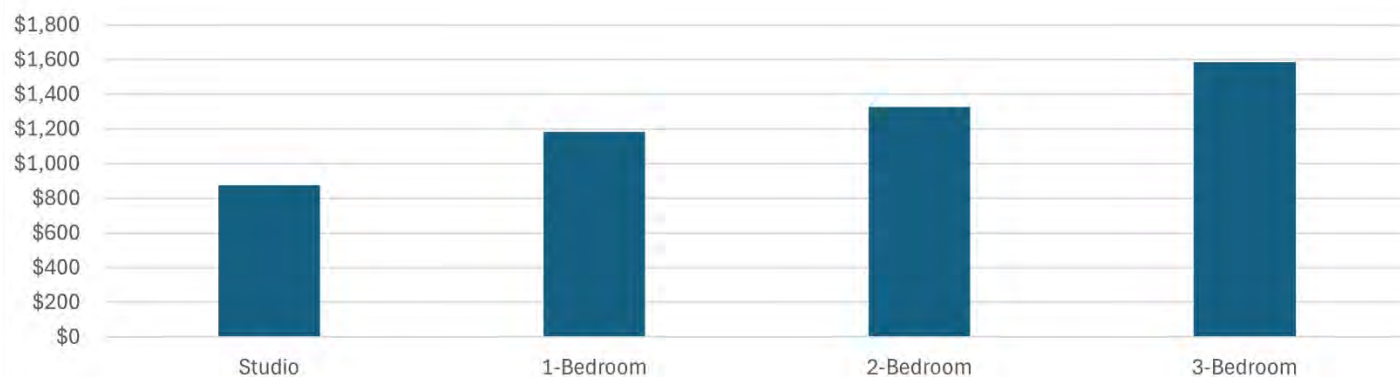
County	Pennington
Population	84,930
Median Age	39.4 Years
Median Household Income	\$70,094
Home Ownership	70.9%
Median Home Price*	\$358,176
2025 Median Home List Price*	\$415,000
Primary Industry	Military, Health Care, Education, Tourism
Website	Rcgov.org



*Information sourced from Zillow.com

Rapid City, SD Avg. Monthly Residential Rental Rates

*Sourced from Apartments.com



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6. SPEARFISH, SD HOUSING MARKET

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*Information sourced from Zillow

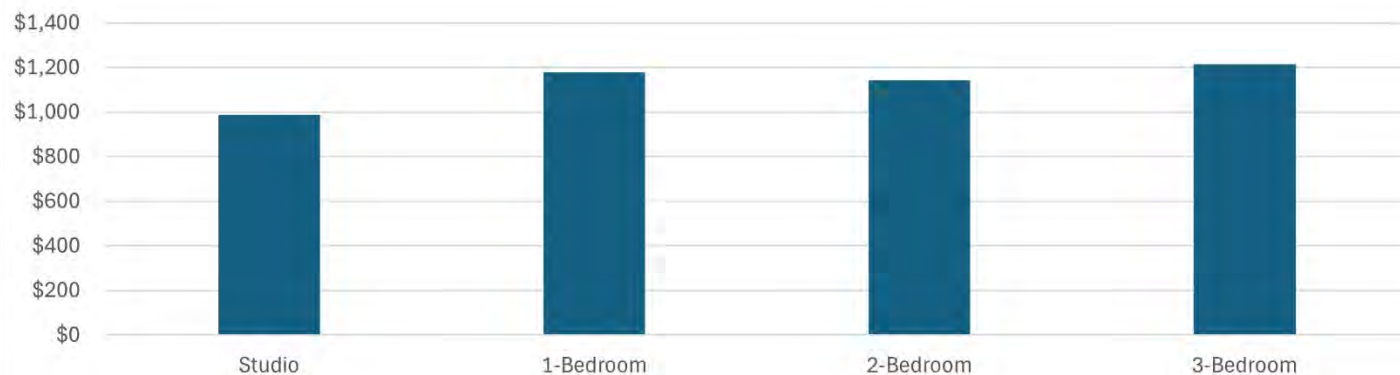


Spearfish, SD – Distance 15 Miles

County	Lawrence
Population	13,803
Median Age	39.4 Years
Median Household Income	\$70,094
Home Ownership	48.3%
Median Home Price*	\$458,470
2025 Median Home List Price*	\$586,500
Primary Industry	Health Care, Education, Tourism
Website	Spearfish.gov

Spearfish, SD Avg. Monthly Residential Rental Rates

*Sourced from Apartments.com



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7. STURGIS, SD HOUSING MARKET

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Sturgis, SD – Distance 13 Miles

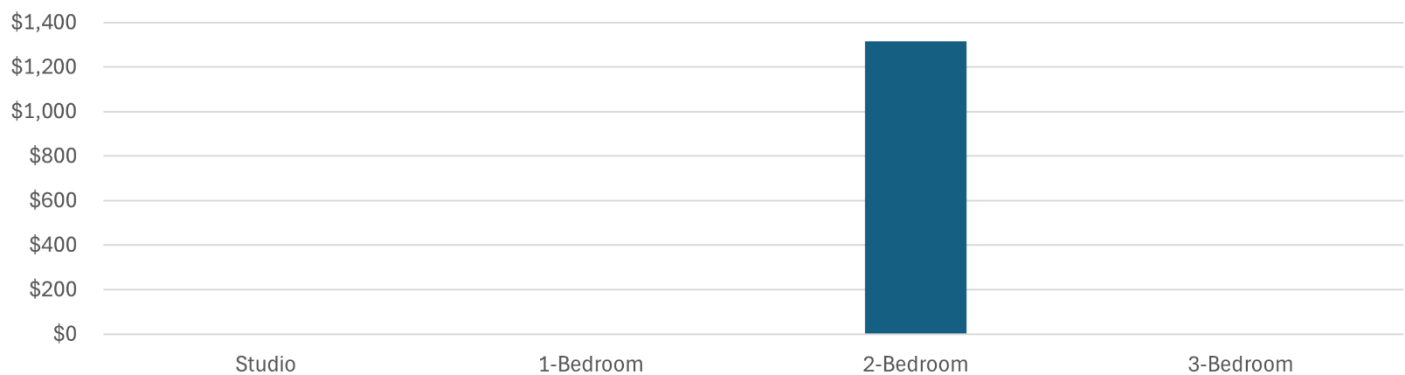
County	Meade
Population	7,014
Median Age	40.5 Years
Median Household Income	\$51,101
Home Ownership	70.9%
Median Home Price*	\$368,419
2025 Median Home List Price*	\$450,300
Primary Industry	Tourism
Website	Sturgis-sd.gov



*Information sourced from Zillow.com

Sturgis, SD Avg. Monthly Residential Rental Rates

*Sourced from Apartments.com



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8. DIRECT MARKET COMPARISON

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With limited affordable housing available to the year-round workforce in Deadwood and the neighboring areas, this turn-key park currently sits well below the local market rate. With the right operational strategy, Claim Jumpers Mobile Home Court & Storage offers the opportunity to dramatically increase the Net Operating Income (NOI) within the first two years of ownership without increasing expenses or capital expenditures.

DEADWOOD, SD MARKET COMPARISON – As of January 2026

	TOH Sites	POH Site	RV Sites	Storage Units	Shop/Office Bldg.
Actual Avg Rent Rate	\$378/mo.	\$300/mo.	\$450/mo.	\$88/mo.	\$600/mo.
Market Target Rate	\$515/mo.	\$1,150/mo.	\$600/mo.	\$110/mo.	\$1,100/mo.
Actual vs. Market	Below Mkt.	Below Mkt.	Below Mkt.	Below Mkt.	Below Mkt.

*TOH Sites Market Target Rate & Market Comparison based on a factor of 1.25% of Current Median Home Prices in Deadwood, SD



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9. PROPERTY OVERVIEW

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Property Name	Claim Jumpers Mobile Court & Storage
Street Address	200 Charles St.
City, State, Zip	Deadwood, SD 57732
County	Lawrence
Cross-Streets	Walnut St
Road Type	Paved
Nearest Highway	US 85
Nearest Airport	(49B) Sturgis, SD
Zoning Type	Commercial Hwy
Property Taxes	\$11,832/yr (2025)
Total Acres +/-	17.28
Parcel #1 ID	#0075-00021-000-00 7.58 +/- Acres
Parcel #2 ID	#30900-00207-000-15 8.3 +/- Acres
Parcel #3 ID	#30900-00107-00-47 1.4 +/- Acres



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10. PROPERTY HIGHLIGHTS

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As one of the area's premier mobile home parks, Claim Jumpers Mobile Court & Storage has effectively maintained a continuous 100% occupancy rate and a waiting list for both its MH sites, long-term RV site, and self-storage units over the last several years. Due to the opportunity this property presents, the property is being sold in its entirety, as one undivided sale.



STREETS & UTILITIES

Street Type	Asphalt
Street Condition	Well Maintained
Sewer Type	City
Water Supply	City
Gas Supply Type	Natural Gas
Garbage Service	Park Provided

MH/RV SITES BREAKDOWN

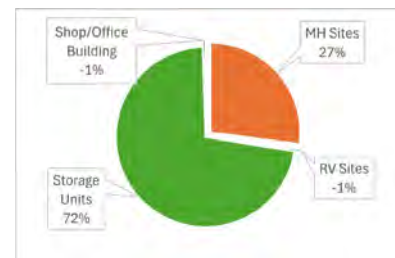
Total MH Sites	35
MH Sites Occupancy Rate	100%
Tenant-Owned Home Sites	34
Park Owned Home Sites	1
Long Term RV Sites	1
MH/RV Rents Comparison	Below
Value-Add Opportunity	Yes
Lease Agreements Current	Yes

STOR. UNITS & SHOP/OFFICE BREAKDOWN

Total Attached Buildings	10
Self-Storage Units	94
Storage Units Occupancy Rate	100%
Storage Units Rents Comparison	Below
Shop/Office Combo Unit	1
Shop/Office Unit Occupancy Rate	100%
Value-Add Opportunity	Yes
Lease Agreements Current	Yes

BREAKDOWN BY UNIT TYPE

Type	No. of Units	% of Property
Mobile Home Sites	35	27%
RV Sites	1	.5%
Self-Storage Units	94	72%
Shop/Office Bldg.	1	.5%



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11. FINANCIAL OVERVIEW

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CAP RATE OVERVIEW

	Revenues	Expenses	NOI	Asking Price	CAP Rate
2025	\$265,200	\$70,472	\$194,728	\$3,185,000	6.11%

2025 INCOME & OPERATING EXPENSES

Category	Income	Amount
2025 Gross Revenues	\$265,200	
Property Tax (2025)		\$11,832
Insurance		\$13,200
Electrical		\$2,283
Water		\$9,027
Sewer		\$2,540
Heating Fuel (Lot #29 Mgt. POH)		\$567
Garbage Expense		\$9,423
Management Fee		\$18,000
Office Expense		\$2,400
Maintenance & Repairs		\$1,200
Total	\$265,200	\$70,472

OCCUPANCY RATE – As of January 2026

	TOH Sites	POH Site	RV Sites	Storage Units	Shop/Office Bldg.
Occupancy Rate	100%	100%	100%	100%	100%

AVERAGE MONTHLY RENTS BY TYPE – As of January 2026

	TOH Sites	POH Site	RV Sites	Storage Units	Shop/Office Bldg.
Avg. Jan 2026 Rents	\$378/mo.	\$300/mo.	\$450/mo.	\$88/mo.	\$600/mo.



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12. REVENUE CAPTURING OPPORTUNITIES

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REVENUE CAPTURING OPPORTUNITIES

Management Expense

- Under current ownership, the owner pays themselves a management fee of \$1,500 per month for the traditional duties of a tenant-owned home park. By resetting the management expense to a market-based \$350 per month at acquisition, new ownership has the opportunity to decrease the park's current management expense by \$13,200 annually on day one.

Storage Shop #2

- Storage unit "Storage Shop #2" is currently owner-occupied, providing a new owner the ability to convert it to a revenue-producing unit on day one, resulting in an additional \$720 annually.

Trash Service Recovery

- Under current ownership, the park covers the expense for the trash service provided to residents. This provides a new owner the opportunity to recapture the garbage expense by implementing a modest \$25/mo. garbage service fee, effectively increasing the park's current NOI by an additional \$10,200 annually.

Rental Rate Alignment

- Currently, there is misalignment between actual rents and the surrounding areas' market rates due to ownership falling behind during the COVID-19 pandemic. By strategically implementing a property-wide increase of 25%, spread over the first two years, there is a potential to generate an additional \$66,300 with virtually zero added expense.

3-Bay Personal Shop

- The owner's personal 3-bay shop building has been constructed in a manner that allows subdividing the building into three separate storage units with little effort, potentially generating an additional \$12,600 annually.

Water/Sewer Cost Recovery

- Residents are billed directly by the service providers for electricity and natural gas, while the park pays for water and sewer. This provides the opportunity for a new owner to recapture both expenses by either implementing a sewer fee and direct water billing or a bill-back scenario.



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13. PROPERTY IMAGES

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14. ABOUT MID-PLAINS LAND & REALTY



First established in 2020 and grounded in our Midwest values, Mid-Plains Land & Realty specializes exclusively in the mobile home park market, providing professional representation for both buyers and sellers in this unique asset class. With 20+ years of both real estate and hands-on mobile home park ownership experience, we deliver informed expertise, honest guidance, and a level of insight that helps our clients make confident decisions throughout every stage of the process.

Our Team



Gil Wigington
Co-Founder/Broker



Colene Wigington
Co-Founder



Jodie LaPrel
Executive Coordinator

What Sets Us Apart

Formerly available to the public, Park Sites is now exclusively utilized in-house by Mid-Plains Land & Realty to track over 30,000 mobile home parks nationally.

This powerful custom-built software provides the Mid-Plains Land & Realty team with an unparalleled view of the marketplace while enabling them to quickly match parks to the right criteria of prospective buyers once they're entered into the Park Sites system.



Our Start in the MHP Industry



In 2006, Gil and Colene Wigington purchased Sunset Acres Mobile Home Park in Schuyler, Nebraska—a leap of faith that became a 13-year hands-on journey. They revitalized the park by removing delinquent tenants, making key capital improvements, and restoring long-term stability.

In 2019, they sold the park off-market, seller-financing 88% of the deal. That owner/operator experience now shapes the insight and guidance Mid-Plains Land & Realty provides its clients.



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