

Hank's Trading Post

31926 N. US Highway 89, Flagstaff | Arizona



Offering Memorandum

Business asking price:

\$1,350,000

Confidentiality and Disclaimer

This Offering Memorandum contains select information pertaining to the business, affairs and assets of the company known as Hank's Trading Post, located at 31926 N. US Highway 89, Flagstaff, AZ (hereinafter the "Company").

This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Company. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Kelly and Call Commercial. The material is based in part upon information supplied by the Seller and in part upon financial information obtained by Kelly and Call Commercial from sources it deems reliable.

Neither Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections, form their own conclusions, and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum, you agree you will hold the contents confidential and will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Kelly and Call Commercial expressly

reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Company and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Company unless and until a written agreement for the purchase and sale of the Company has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of this Company or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Company including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Company, or information provided herein or in connection with the sale of the Company shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Kelly and Call Commercial or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Company.

This Offering Memorandum is deemed to represent the state of affairs of the Company currently, but does not represent or constitute an indication that there has been no change in the state of affairs of the Company since this Offering Memorandum was prepared.



Hank's Trading Post

Situated along one of Arizona's busiest tourist routes between Flagstaff and Page, this rare 13.33-acre commercial property offers unmatched visibility, highway frontage, and multiple income-generating opportunities.

Established in 1959, Hank's Trading Post combines historic character with modern operational capabilities. The site features horse corrals and grazing pastures, ADEQ-registered underground fuel tanks, multiple dispensers for Regular, Premium, and Diesel fuels, and an expansive parking area accommodating cars, RVs, buses, and commercial vehicles.

The building offers a flexible layout, including:

- Retail and convenience store space with a walk-in cooler
- Saloon with bar seating
- Two public restrooms
- Large storage area and office
- Commercial kitchen with employee restroom
- Additional room for future expansion—ideal for EV charging stations, food trucks, outdoor dining, or specialty retail

Strategically positioned on a high-traffic highway boasting over 3.9 million travelers annually, the property offers exceptional signage visibility and easy ingress/egress. Its established reputation, prime location, and development potential make it an exceptional investment in one of Arizona's most iconic destinations.

Note: A Series 6 Liquor License (Bar License) is included in the sale, allowing for a smooth transition.

Business Summary



Investment Highlights

- Prime Location: Direct highway frontage with heavy tourist traffic.
- Multiple Revenue Streams: Fuel sales, retail, saloon, U-Haul rentals, feed/tack, lottery sales, and more—currently no direct competition.
- Expansion Potential: 13.33 acres with ample space for additional structures or amenities.
- Fuel Infrastructure: Three underground tanks—Unleaded (11,000 gal), Premium (4,000 gal), and Diesel (10,000 gal)—with six dispensers for efficient service.
- Historic Brand Equity: Over six decades of community presence and customer trust.
- Cultural Significance: Supports local Native American artisans and celebrates regional heritage.
- Equestrian Amenities: Horse corrals and grazing pastures on site, offering immediate appeal to horse owners and equestrian enthusiasts.

Seller's Timeline

The current owners are beginning a new development project after the New Year and are focused on reallocating resources. The property is priced to encourage strong buyer interest and a swift transaction.



Interior



Market Summary Flagstaff, Arizona

Flagstaff is located in Arizona's high country surrounded by the largest ponderosa pine forest in the world. Considered a tourist destination for all seasons, there is plenty of outdoor recreation with camping, hiking and biking trails, beautiful fall colors, and winter snow play and skiing. Taking advantage of the comfortable summer temperatures, Flagstaff has outdoor festivals from June through October, including the Museum of Northern Arizona Heritage Festivals focused on Native American and Latin cultures.

Flagstaff is the regional crossroad for Northern Arizona and Grand Canyon National Park. The 4 million visitors and large second homeowner population in Flagstaff are drawn to the city's four seasons, accessible location and fulfilling quality of life. Flagstaff has a population of 76,586 and a metropolitan area population of 144,472.

The community is also a college town focused

on quality education, research and professional development with almost 30,000 students attending Northern Arizona University and 10,000 students attending Coconino Community College.

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. Flagstaff is designated as the world's first Dark Sky City for its work in preservation of the night sky's natural resource.

This ever-growing resort type community, consisting of local families, vacation rentals, Northern Arizona's regional market and second homes from all walks of life, provides a strong customer base for commercial enterprises.



Grand Canyon
National Park

Subject Property

Flagstaff



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