

Marcus & Millichap



MT. HOOD ATHLETIC CLUB

37095 US-26 HWY | SANDY, OR | CLACKAMAS COUNTY

**ESTABLISHED LOCAL FULL-SERVICE ATHLETIC CLUB | PRIME US HWY 26
RETAIL CORRIDOR | STRONG DEMOGRAPHICS & TRAFFIC COUNTS**

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EXECUTIVE SUMMARY

MT. HOOD ATHLETIC CLUB, is situated in the charming town of Sandy, recognized as one of Oregon's fastest-growing communities. This expansive facility spans 49,142 square feet on a 4.78-acre site and underwent significant renovations that were completed in 2006. The club features a variety of amenities designed to cater to diverse fitness interests, including indoor and outdoor pools, racquetball courts, a comprehensive fitness center, a spinning studio, and a basketball gym. Additionally, members can enjoy a café and various extra services that enhance their overall experience.

Positioned strategically on a major highway, the club benefits from high visibility and accessibility, with over 40,000 vehicles passing by per day (VPD). This prime location not only attracts local residents but also visitors from surrounding areas looking for a community-focused fitness environment. The club also hosts Adventist Physical Therapy as a tenant, further emphasizing its commitment to health and wellness. Mt. Hood Athletic Club fosters an inclusive environment where members can pursue their fitness goals while engaging with the community. With its diverse offerings and focus on member satisfaction, the club stands out as a key resource for fitness enthusiasts in the Sandy area.





MT. HOOD ATHLETIC CLUB

SITE DESCRIPTION

Address	37095 US-26 Hwy Sandy, OR 97055
Property Type	Full-Service Fitness Club
Gross Leasable Area	49,142 SF
Land Area	4.78 AC (208,295 SF)
Year Built	2006
Zoning	C2
Parcel Number	05012497
Parking	196 spaces
Memberships/Members	2479/5509
Ownership	Fee Simple
Website	www.mthoodac.com

PRICE: \$19,108,255

Property & Business

INCOME & EXPENSE 2025

\$3,509,115

FY 2025

GROSS REVENUE

\$850,763

FY 2025

NET INCOME

\$893,165

x6 = \$5,358,992

EBITDA

\$1,047,104

Annual Lease

RE INCOME (LEASE)

INCOME

Rent / Lease Income	\$165,903.34
Membership Dues	\$2,995,004.44
Services	\$176,776.39
Pro-Shop	\$17,783.11
Food & Beverage	\$104,902.22
Personal Trainers	\$48,745.86
GROSS REVENUE	\$3,509,115

EXPENSES

Employee Benefits	\$880,386.32
Lease — Building	\$1,047,103.75
Taxes	\$141,883.39
Utilities	\$117,132.02
Bankcard / ACH Returns	\$118,066.99
Repairs & Maint. (\$1.5/SF)	\$73,713.00
Payroll Expenses	\$83,848.05
Services Expenses	\$114,534.09
Office & Front Desk	\$46,805.10
Insurance	\$2,981.20
Dues & Subscriptions	\$11,037.75
Bank Service Charges	\$12,400.92
Licenses & Permits	\$7,476.07
Amortization	\$983.04
TOTAL EXPENSES	\$2,658,351.69
NET INCOME	\$850,763.31

Depreciation excluded from EBITDA.

FINANCIAL ANALYSIS

EBITDA ANALYSIS — 2025

COMPONENT	AMOUNT
Net Income	\$850,763
Add Back: Interest	—
Add Back: Taxes	—
Add Back: Depreciation	—
Add Back: Amortization	\$983
Non-Recurring Expenses	\$41,419
EBITDA (6× \$893,165)	\$5,358,992

NON-RECURRING ITEMS REMOVED

COMPONENT	AMOUNT
Healthcare Officers	\$14,449
Installation — New Tan Bed	\$2,652
Videographer	\$13,800
Cantel Sweeping	\$2,568
Boulders / Fill Dirt — Pickleball Ct.	\$3,300
Officers Cell Phone	\$4,650
TOTAL NON-RECURRING	\$41,419

REAL-ESTATE ANALYSIS — 2025

INCOME	AMOUNT
Base Rent	\$1,047,104
Total Income	\$1,047,104
EXPENSES	
Operating expenses	—
Total Expenses	—
NET OPERATING INCOME	\$1,047,104

BUSINESS ANALYSIS — 2025

INCOME	AMOUNT
Gross Revenue	\$3,509,115
Total Income	\$3,509,115
EXPENSES	
Operating expenses	\$2,658,351
Total Expenses	\$2,658,351
NET OPERATING INCOME	\$850,763

COMBINED PRICING SUMMARY

Sales performance in 2026 continues to outpace 2025, reflecting sustained growth and strong underlying demand.

Real Estate

\$14,003,675 - 7.62% Cap

Business

\$5,358,992 - EBITDA × 6

TOTAL VALUE
\$19,108,255

\$3,509,115

TOTAL GROSS REVENUE 2025

\$1,897,867

TOTAL NET INCOME 2025

9.93%

EFFECTIVE CAP

\$19,108,255

PRICE

INVESTMENT HIGHLIGHTS



STRONG MARKET POSITION

Hood Athletic Club is the sole full-service athletic facility in the Sandy, Oregon market, with no direct competition offering a comparable amenity set. This monopolistic positioning has cultivated a loyal membership base of 5,509 active members and a 96.5% retention rate, translating directly into revenue stability and long-term cash flow predictability.



STRONG REVENUE GROWTH

MHAC generated \$3,509,115 in total revenue for FY 2025, reflecting 2.9% year-over-year growth, with EBITDA of \$861,360 and a 27.4% margin. Membership grew 12.4% year-over-year, and management has identified multiple revenue growth opportunities with upside potential to 30%+ EBITDA margins.



DEMOGRAPHICS GROWTH

Situated on US-26, Sandy's primary corridor and gateway to Mount Hood, MHAC benefits from consistent year-round traffic from residents, recreationists, and seasonal visitors. With no comparable facility in the broader market, the club commands a captive consumer base that reinforces long-term membership demand.



35+ YEARS OF OPERATION

With over 35 years of uninterrupted operation since 1987, MHAC is one of the most tenured athletic clubs in the Pacific Northwest. This track record significantly de-risks the investment, offering buyers immediate, proven cash flow backed by a deeply embedded community institution with generational member loyalty.



SIGNIFICANT CAP IMPROVEMENTS

Ownership has completed over \$2.3 million in capital improvements across the 49,142 SF facility, including Life Fitness equipment, indoor and outdoor aquatics, a CryoLounge+, group fitness studios, and sports courts. This reduces near-term CapEx risk for an incoming owner while positioning the club for continued growth.



RECESSION-RESILIENT ASSET

Health and fitness facilities serving established residential communities demonstrate strong resilience across economic cycles. MHAC's affordable, family-oriented membership model and broad demographic appeal insulate revenue from discretionary spending volatility, making it a compelling addition to a defensive investment portfolio.

U.S. HWY 26 | 40,000+ VPD





Fred Meyer

CHUCKY COLUMBIA

FREE STORAGE

TSC TRACTOR SUPPLY CO

HEADQUARTERS

SUBWAY Papa Murphy's

U.S. HWY 26 | 40,000+ VPD

Kind Care Animal Clinic

Kind Care Animal Clinic

NSA

LEGACY HEALTH

EMBOOLD CREDIT UNION

GROCERY OUTLET Bargain Market Jamba Scooping Swirl Pizza Hut DOLLAR TREE BI-MART

PANDA EXPRESS

WASHMAN

NAPA

SUBJECT PROPERTY

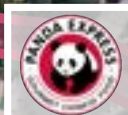
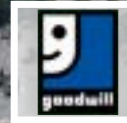
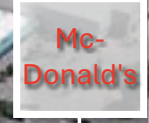
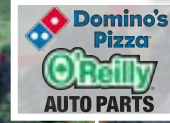
SCHOOL

**Cedar Ridge
Middle School**

SCHOOL

**Sandy
High School**

**SUBJECT
PROPERTY**



U.S. HWY 26 / 40,000+ VPD

EXTERIOR PHOTOS



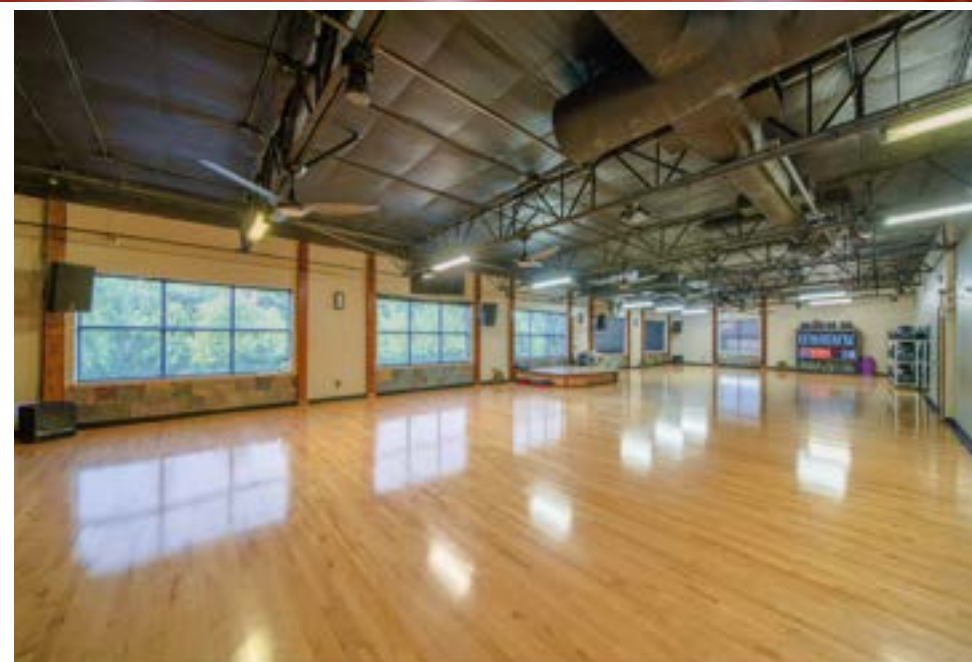
EXTERIOR PHOTOS



INTERIOR PHOTOS



INTERIOR PHOTOS





TENANT OVERVIEW

Mt. Hood Athletic Club offers a comprehensive suite of fitness programs designed to serve members of all ages and ability levels. Group fitness classes provide energizing, instructor-led workouts in a motivating team environment, while personal training sessions deliver individualized attention focused on improving speed, agility, strength, and overall body composition. Youth programs round out the offering by promoting healthy habits and athletic development from an early age, using structured assessments and training regimens to help younger members build confidence and performance both on and off the field.

The club's recreational facilities are a standout feature of the member experience. A full swimming pool accommodates lap swimming, aquatic fitness classes, and family swim times, making it a versatile amenity for members of all fitness levels. Dedicated sports courts support basketball, racquetball, and other recreational activities for both competitive and casual play, while wellness amenities including saunas and steam rooms give members a space to relax and recover after their workouts.

Mt. Hood Athletic Club has cultivated a strong sense of community that extends well beyond the gym floor. The club regularly hosts events, workshops, and social gatherings that bring members together and foster lasting relationships built around shared wellness goals. This community-first culture creates a welcoming, supportive atmosphere where individuals of all backgrounds and fitness levels feel encouraged to pursue their personal health journeys together.

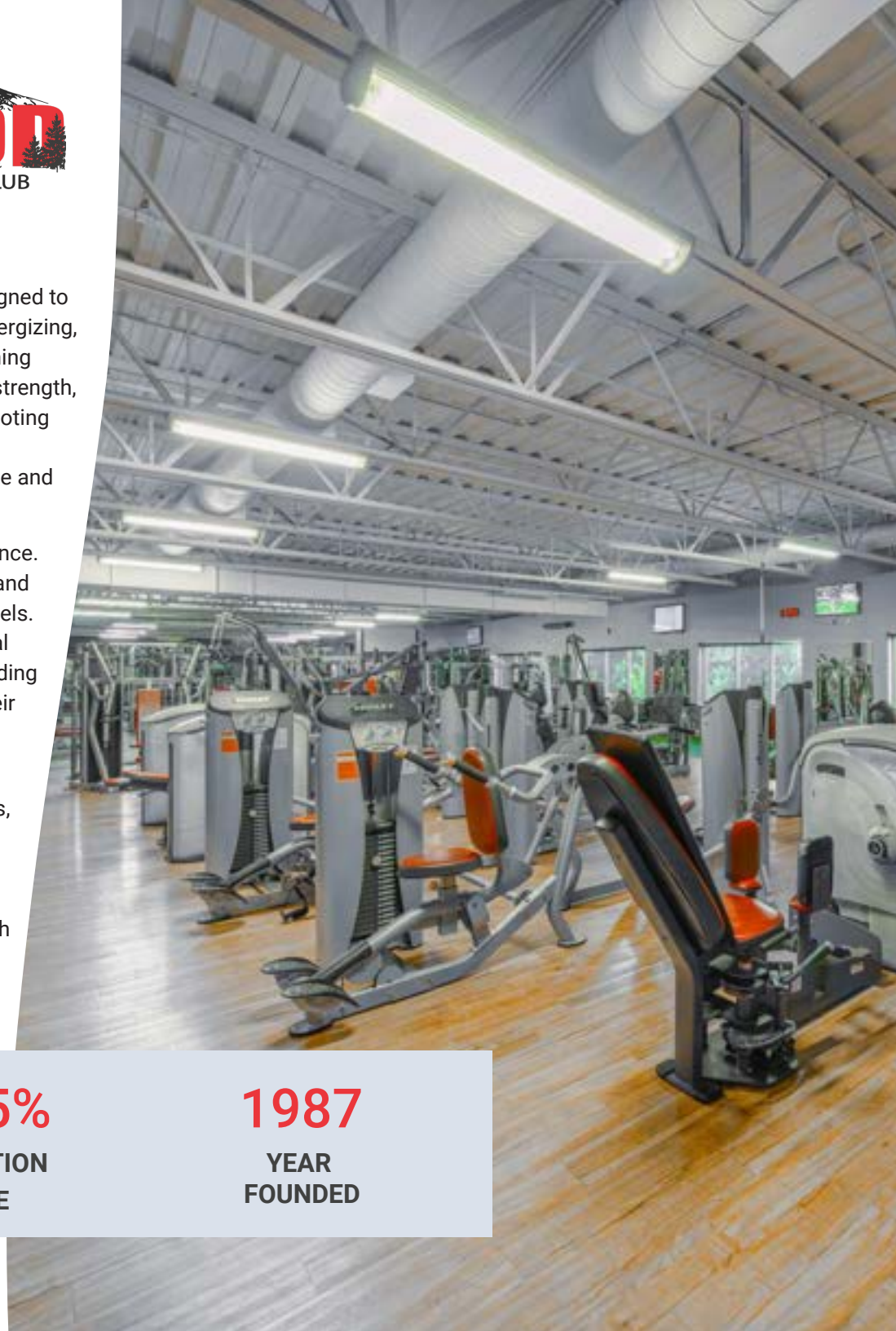
WEBSITE mthoodac.com HEADQUARTERS **Sandy, OR**

35+
YEARS
OPERATING

5,509
ACTIVE
MEMBERS

96.5%
RETENTION
RATE

1987
YEAR
FOUNDED



TRADE AREA

DEMOGRAPHICS + TRADE AREA

Sandy is the commercial hub for east Clackamas County, serving a rural trade area of more than 45,000 that extends toward Mount Hood. One of Oregon's fastest-growing communities, it is the last full-service retail center before the mountain.

26,805

POPULATION (5-MI)

\$106K

MEDIAN HH INCOME

\$1.2B

BUYING POWER

POPULATION & INCOME BY RADIUS

	1-MILE	3-MILE	5-MILE
Population (2025)	6,021	19,267	26,805
Households	2,176	6,925	9,618
Avg. Household Income	\$114,240	\$126,112	\$128,142
Median Household Income	\$100,824	\$105,931	\$106,060
Proj. Growth 2025–30	+1.2%	+0.6%	+0.2%

\$539K median home value (5-mi) · **65%** of HHs earn \$75K+

Source: CoStar demographic reports; Greater Portland Inc. Community Profile; World Population Review (2026)



SANDY

CLACKAMAS COUNTY, OR

DEMOGRAPHICS

TRAFFIC-DRIVEN DEMAND

US-26, the Mt. Hood Highway, carries 40,000+ vehicles past the site each day — funneling year-round commuter and recreation traffic through Sandy on the way to the mountain.

TRAFFIC & DEMAND DRIVERS



40,000+

US-26 — Mt. Hood Highway
Primary frontage · direct highway visibility



Year-Round

Gateway to Mount Hood
Recreation & tourist route to the mountain



45,000+

Captive Trade Area
Sole full-service club in east Clackamas County

MARKET & DAYTIME DEMAND



\$1.2B

5-mi aggregate household income



26,805

5-mi trade area population



4,498

Employed in Sandy (daytime workforce)



472

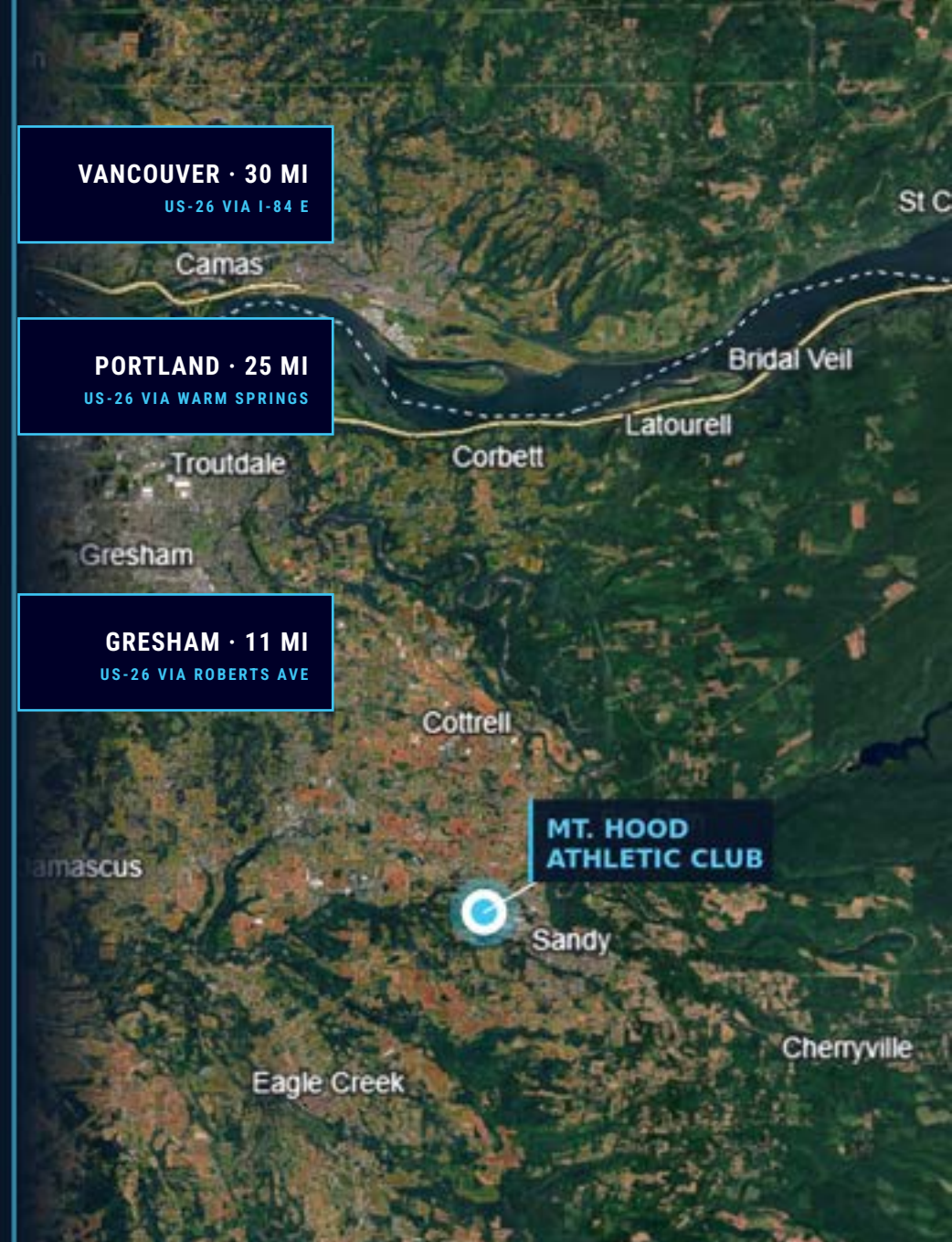
Businesses in Sandy

SANDY, OREGON

THE GATEWAY TO MOUNT HOOD

Sandy sits along **US-26**, the primary corridor connecting the Portland metro area to Mount Hood, positioning the city as the retail and service hub for east Clackamas County. As one of Oregon's fastest-growing cities, Sandy serves a rural trade area of **45,000+** residents while also capturing significant pass-through traffic from commuters, outdoor enthusiasts, and tourists traveling to and from the mountain year-round. This dual draw of steady local demand combined with consistent recreational and seasonal traffic creates a strong, diversified customer base for businesses in the area. With limited retail competition in the immediate corridor, Sandy has become the last major stop for goods and services before Mount Hood, reinforcing its role as a regional commercial anchor.

EAST CLACKAMAS RETAIL HUB • GATEWAY TO MT. HOOD



VANCOUVER • 30 MI

US-26 VIA I-84 E

PORTLAND • 25 MI

US-26 VIA WARM SPRINGS

GRESHAM • 11 MI

US-26 VIA ROBERTS AVE

MT. HOOD
ATHLETIC CLUB

40,000+

VPD ON US-26 FRONTAGE

40 MIN

EAST TO MOUNT HOOD

25 MI

NORTHWEST TO PORTLAND

26,805

5-MILE TRADE AREA POP.

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Mt Hood
ATHLETIC CLUB

