

Home Work – Week 1

凤城红

<https://www.mobilehomeparkstore.com/mobile-home-parks/1273210-oasis-mobile-home-park-for-sale-in-black-canyon-city-az>

- Oasis Mobile Home Park

Oasis Mobile Home Park 19500 Gregory Street, Black Canyon

City, AZ 85324

For Sale \$1,125,000











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Mobile Home Park Details

- Price: \$1,125,000
- Purchase Method: Cash, New Loan
- Land: This is land for developing a mobile home park
- Cap Rate: 4.4%
- Property ID: 1273210
- Posted On: Jun 18, 2020
- Updated On: Jun 18, 2020

Property Description

The Oasis Mobile Home Park is located in Black Canyon City just 40 minutes north of central Phoenix right off the I-17. The community is comprised of 45 large sites with a clubhouse, pool, spa, and general storage building. The property is designated as a 55+ park. There is a sewer treatment plant on site along with a large leach field. The drinking water is provided by a private company. All utilities are underground. The builder of the property lives on site and will cooperate with a buyer during their due diligence. We will have construction plans for your review.

The key to success on this asset is having the financial, where with all and experience to purchase homes, set them up and then create rent to own contracts in order to fill the 30 vacant sites. This is a golden opportunity to purchase a senior park below replacements cost!!

Amenities

- Pool
- Club House
- Storage

Interested in purchasing this mobile home park? Get pre-qualified for a loan.
[Get Financing](#)

Park Information

Community Type: 55 And Over
Number of MH Lots: 45
Year Built: 2000
Size: 19 acre(s)

Financial Information

Gross Income \$80,160 $80160/45/12 = 1781/12 = 148$
Operating Expense \$30,814 57
Net Operating Income \$49,346 91
Expense Ratio 38.4 %
Debt Info

Utility Information

Water: City
Water Paid By: Park
Sewer: Treatment Plant

Contact Information

Jack A Cardinal

Cooper Cardinal
CONTACT BROKER

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Valiwei

我在北加州住，方圆一千公里包括全部的 California, Nevada, Oregon, $\frac{2}{3}$ 的 Idaho, $\frac{1}{2}$ 的 Utah 和 Arizona, 以及 $\frac{1}{3}$ 的 Washington。根据 mobilehome.net/mobile-home-park-directory 的统计，加州共有 3997 个 MHP，Nevada 有 505，Oregon 有 1424，Idaho 有 358, Utah 有 210，Arizona 有 689, Washington 有 1800。按照比例，我这里方圆一千公里，MHP 应该至少有 6500 个以上。

根据 MHPHOA.com, 在加州，55 岁以上的社区平均的 lot rent 是每个月 \$239。没有年龄限制的社区，平均 lot rent 是每个月 \$329。所以平均所有的 lot rent 大约是每个月 \$272。

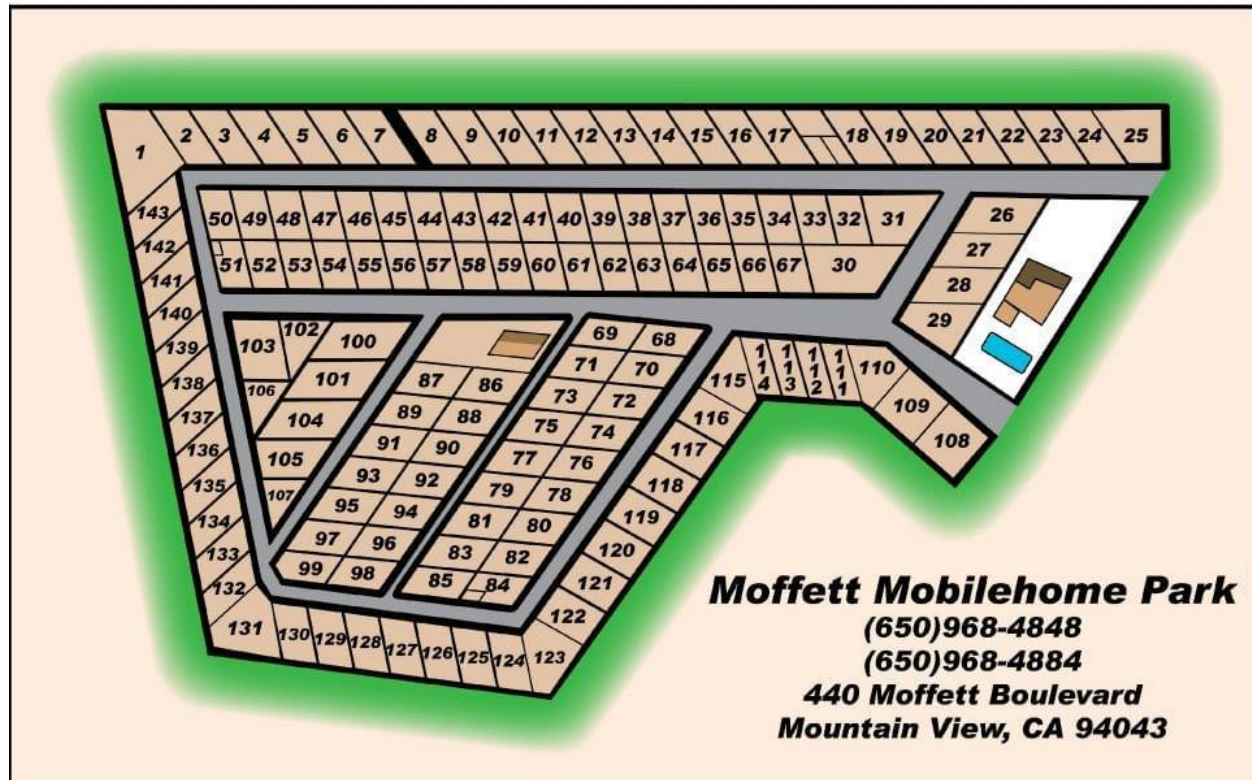
根据 mhvillage.com, 在加州比较受欢迎的 MH 城市：Huntington Beach, Hemet, Salinas, Anaheim, Oceanside, Yucaipa, San Jose, Modesto. 在内华达州的城市有: Las Vegas, Reno, Carson City, Henderson, Boulder City, North Las Vegas, Sun Valley, Sparks. Oregon 的城市有 Portland, Salem, Eugene, Beaverton, Hillsboro.

根据 mobilhomeparkstore.com, 在加州现有 16 处 park 在卖，内华达州 1 处，Oregon 7 处，Idaho 3 处，Utah 3 处，Arizona 18 处，Washington 9 处。共计 57 处。

在 listing 上，加州最低价为 \$375,000 的 36 个 lots Mobile and RV mixed park, 最高价是 15,250,000 的 278 lots 55+ community.

我附近的城市有 Mountain View. 共有 6MHP. 没有上市的。4 个是多于 100 lots, 1 是多于 200 lots 和 1 个多于 300 lots. Mountain View 人口 78827，Google 总部就位于这个城市，是硅谷中

心地带，南到 San Jose, 北到 San Francisco 都不到一个小时时间。其中这个城市的一个 MHP，走路的距离到市中心和 goole 总部。有 143 个 lots, 建于 1959 年。其中一个 MH 2013 时，singlewideMH 卖到\$80000. 现在相同的 singlewide 市场上要价是\$149000。Singlewide Space rent 每月\$1600, 包括 club house and community pool。public water and sewer.



如果每个 lot 的 spacerent 都是 1600 的话，那么月收入 $143 \times \$1600 = \$228800 \times 12 = \$2,745,600$ ，找不到 park 的 sell history, 我按照每个 lot 150000 来算，那么 $143 \times 150000 = 21,450,000$. 按照 30% down payment, 6% 利率，那么每月贷款额是\$90022.51。年就是\$1,080,270.12。加州地产税率 0.79%, 再加上城市发展规划建设税，按 1.5% 那么一年地税\$321750, 保险 \$24000/ 年，水费按照每户 $200 \times 143 \times 12 = \343200 . 社区游泳池维护及 manager 费用\$200000/年。年净收入为\$776,379.88。cap rate = $776,379.88 / 21,450,000 = 3.6\%$ 。算贷款时，没有扣掉本金，这可能是 cap rate 低的一个原因。

[illegible]

From Kelly

No

	Address	Asking Price	Pads	Total Occupancy:	Yr Built	Acres	Avg. rent/unit	Gross Income	Net Income	Expense Ratio	MHP Owned MH	Cap Rate	Water	Sewer	Community Type
1	1401 Thomason Lane, Alturas, CA 96101	\$375,000	36	n/a	n/a	4	n/a	n/a	n/a	n/a	n/a	n/a	City	City	All ages
2	3955 Balls Ferry Road, Cottonwood, CA 96022	\$525,000	10(9MH+1RV)	100%	1972	32	\$462	\$43,600	\$31,000	28.90%	77.00%	n/a	Well	Septic	All ages
3	Dobbins, CA 95935	\$610,000	36(29MH+7RV)	30%	n/a	9	\$385	n/a	n/a	n/a	n/a	n/a	Well	Septic	All ages
4	Buckskin Way, San Andreas, CA 95249	\$635,000	80	n/a	n/a	63	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
5	4695 San Pablo Dam Road, El Sobrante, CA 94803	\$850,000	14MH+1SF	n/a	n/a	1	n/a	n/a	n/a	n/a	n/a	n/a	City	City	All ages
6	7025 Eastside Road, Anderson, CA 96007	\$935,000	16(12MH+4RV)	100%	1960	4	\$550	n/a	n/a	n/a	0	9.10%	Well	Septic	All ages
7	39375 Old Highway 80, Boulevard, CA 91905	\$1,595,000	20(10MH+10RV)	100%	1959	3.53	n/a	\$137,012	\$99,000	27.70%	25%	6.20%	Well	Septic	55+ Community
8	81271 Indio Blvd, Indio, CA 92201	\$1,849,000	48(18MH+30RV)	100%	1960	2.4	\$302	\$245,591	\$128,500	47.70%	0	7.00%	Well	City	All ages
9	22113 Grand Terrace Rd, Grand Terrace, CA 92313	\$2,600,000	21	100%	1957	3.17	\$650	n/a	n/a	n/a	47.60%	6.90%	City	City	All ages
10	110 East Lamar Street, Salinas, CA 93906	\$2,750,000	9MH+8SF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
11	16800 U.S. 101, Smith River, CA 95567	\$2,750,000	27	100%	1994	2	\$703	\$279,302	\$185,073	33.70%	0	6.70%	City	Septic	All ages
12	1576 East Hobsonway, Blythe, CA 92225	\$2,995,000	104(61MH+42RV)	n/a	1965	8	n/a	\$415,018	\$231,061	44.30%	28%	7.70%	City	City	All ages
13	17500 Mountain View Road, Desert Hot Springs, CA 92241	\$4,500,000	88(70MH+18RV)	99%	2005	n/a	\$500	n/a	n/a	n/a	10%	7.00%	City	City	All ages
14	140 Cabrillo Street, Costa Mesa, CA 92627	\$4,600,000	28	100%	1950	1	\$775	\$263,000	\$171,000	34.90%	0	3.90%	City	City	All ages
15	2121 Kralj Drive, Watsonville, CA 95076	\$12,750,000	145	100%	1975	19	n/a	\$1,090,520	\$403,248	63.00%	2%	3.20%	City	City	All ages
16	67900 East Palm Canyon Drive, Cathedral City, CA 92234	\$15,250,000	278(232MH +32RV)	97%	n/a	n/a	\$525	n/a	n/a	n/a	n/a	7.30%	City	City	55+ Community