

BRENTWOOD MOBILE HOME PARK

1100 Industrial Blvd., Chula Vista, CA



- \$5,350,000 Sales Price
- 258 Sites, 3 Star, All Ages, 26 Acres
- 12 Year Land Lease
- Pool, Spa, Laundry Rooms
- Below Market Rents, Rent Control with Vacancy Decontrol
- Very Motivated Seller for Quick Sale

For Further Information Contact:

John Grant

Park Brokerage Inc.

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Information contained herein has been obtained from the owner of the property or from other sources that we deem reliable. We have no reason to doubt its accuracy but we do not guarantee it.





PARK BROKERAGE INC.

MANUFACTURED HOUSING COMMUNITY		Price \$5,350,000	
Brentwood Mobile Home Park 258 Site MHC on 12 Year Leasehold		Down Payment All Cash	
Address/City 1100 Industrial Blvd., Chula Vista	County San Diego	State California	
Est. Vac. & Expense % See Proforma Attached	Age Built 1957-1959	Loan All Cash	
Capitalization Rate 13.0%	Est. Spendable Return	Total Return	
Parcel Size 26.56 Acres, 9.7 Sites per Acre	No. Spaces-258 132 Singlewides, 107 Doublewides, 19 RV	Water City	Sewer City
Listing Salesman John Grant (800) 987-3363			
<p>DESCRIPTION AND TENANT INFORMATION: 3 star, all ages community on a land lease that expires January /2019 located on the east side of Highway 5 in the City of Chula Vista. Mostly doublewide size sites with a small 19 site permanent RV section. 100% occupied. All month to month tenancies with site rents \$402.90-\$675 with a below market \$496 average plus submetered gas, electric, water, sewer, and flat rate trash at \$10.00 and patrol at \$1.50. Site rents are subject to the City of Chula Vista rent control ordinance that limits annual rent increases to 100% of cpi of the first 3% then 75% of any cpi increase in excess of 3%. The ordinance has full vacancy decontrol but a hearing can be requested and the increase challenged. Park is on city sewer and water with 50 amp electrical service. Amenities are a clubhouse, swimming pool, spa, and three laundry rooms. Lease payment is \$250,000 per year and does not increase for the remainder of the lease term. At this time the land owners have not indicated an interest in selling or extending the lease.</p> <p>Community is in below average condition with deferred maintenance. Some of the asphalt streets are in average-good condition and others are in poor-fair condition. All of the utility systems are original except the entire gas system has been replaced. The City of Chula Vista is requiring the park owner to replace most of the electrical system, put in new fire hydrants, and make asphalt street improvements. The approximate cost is \$1.2 Million and seller would prefer to discount price and have buyer make the improvements after the close of escrow. The Seller does not have the capital to complete the work and the City is threatening fines because of the Seller's delay. Seller needs a quick, all cash deal, and for the buyer to finance it after the close of escrow. \$50,000 nonrefundable deposit to be released to Seller upon purchase contract execution.</p>			
TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE		\$695,427	

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BRENTWOOD MOBILE HOME PARK

	ACTUAL Year End 2004	ACTUAL Year End 2005	Broker's Proforma	
REVENUE	1,350,496	1,412,444		
Annualized October/06 Rent			1,407,063	Utilities income and expenses based on 2005 actual Utilities expense as a breakeven. Not all income reported in 2004 and 2005.
Utilities-Gas & Electric			143,629	
Utilities-Sewer			36,035	
Utilities-Water			55,963	
Utilities-Trash			29,220	
Patrol			4,428	
TOTAL REVENUE			1,676,338	
EXPENSES				
Accountant	4,425	3,075	3,075	
Advertising	3,297	3,010	3,010	
Automobile	3,936	6,496	2,000	
Insurance	0	3,870	0	A number of personal Seller items in the expenses eliminated.
Lease	12,900	10,628	0	
Purchase Payment	22,939	35,113	0	←
Registration	940	1,866	0	
Repairs (Car)	2,528	5,882	0	
Bank Service Charges	132	89	89	
Beneficiary (Connie Loretz)	0	1,197	0	
Billing Service	4,769	4,742	4,742	
Casual Labor	2,600	12,450	5,000	
Communication	2,839	1,960	1,960	
Contributions	697	4,452	0	
Deposit Refund	1,733	1,172	1,172	
Dues and Subscriptions	661	292	4,000	
Equipment Lease (Ford Motor Co)	8,695	7,965	0	
Office Trailer	2,151	0	0	
Rental	0	5,253	0	
Equipment-Other	0	7,946	0	
Ground Lease	240,000	240,000	240,000	
Electrical Improvements	27,861	131	0	
Improvements-Other	6,200	0	0	
Tree Service	0	5,625	0	
Insurance-Auto	2,343	0	0	A new buyer should be able to get the preferred WMA rate at 9.30%.
Insurance-Workman's Comp	19,897	24,510	15,000	
Insurance-Liability	22,860	26,925	26,925	
Medical	15,060	15,173	10,000	
Insurance-Other	26,204	9,103	0	
Legal	46,469	85,737	10,000	
Licenses and Permits	3,163	4,651	4,651	
Cleaning	270	170	0	
Pool	4,994	4,177	4,177	

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Sewer	0	930	0	
Pacific States Utilities	250	1,330	0	
Maintenance-Other	423	1,545	0	
Credit Reports	810	670	670	
Returned Checks	8,438	7,516	7,516	
Miscellaneous-Other	200	0	0	
Payroll Bonus	0	1,500	0	
Payroll Taxes	23,979	33,487	33,487	
Payroll	108,359	144,536	144,536	
Legal	21,286	23,523	0	
Professional Fees-Other	0	30,618	0	
Property Management	80,000	98,500	60,000	
Repairs-Building	6,191	16,058	77,400	←
Repairs-Computer	0	170	0	
Repairs-Electrical	11,896	50,565	0	
Repairs-Equipment	4,500	4,537	0	
Repairs-Plumbing	2,845	9,838	0	
Repairs-Other	30,646	258	0	
Security	3,618	431	431	
Supplies-Electrical	0	1,000	0	
Supplies-Gardening	0	4,253	0	
Supplies-Janitor	72	3,742	72	
Supplies-Office	4,971	12,158	5,000	
Supplies-Other	200	0	0	
Income Taxes	21,708	21,054	0	
Property Taxes	38,455	28,635	29,207	←
Telephone	7,579	9,261	5,000	
Trash	29,099	29,220	29,220	
Travel & Entertainment	2,286	659	659	
Trust Account	0	12,000	0	
Trustee Fee	0	15,000	0	
Utilities-Gas & Electric	143,629	153,468	153,468	
Utilities-Sewer	36,035	39,443	39,443	
Utilities-Water	55,963	59,001	59,001	
TOTAL EXPENSES	1,134,001	1,348,566	980,911	
NET INCOME	216,495	63,878	695,427	←

All Repairs +
Maintenance at
industry average of
\$300 per space X 258
spaces

Property taxes are
not reassessed per
Prop. 13 for
leaseholds less than
30 years

Net income
used for
leasehold
valuation

