

**DEL RIO RENTAL MANUFACTURED
HOUSING COMMUNITY AND COTTAGES**
433 S. Seventh Street, Modesto, CA



- **\$2,900,000 Sales Price**
- **\$580,000 Down Payment (20%)**
- **33% Cash Flow, 13.4% Cap Rate**
- **106 Mobile Home Spaces + 31 Cottages + 101 Rental Homes**
- **Huge Rental Upside, Great Leverage**

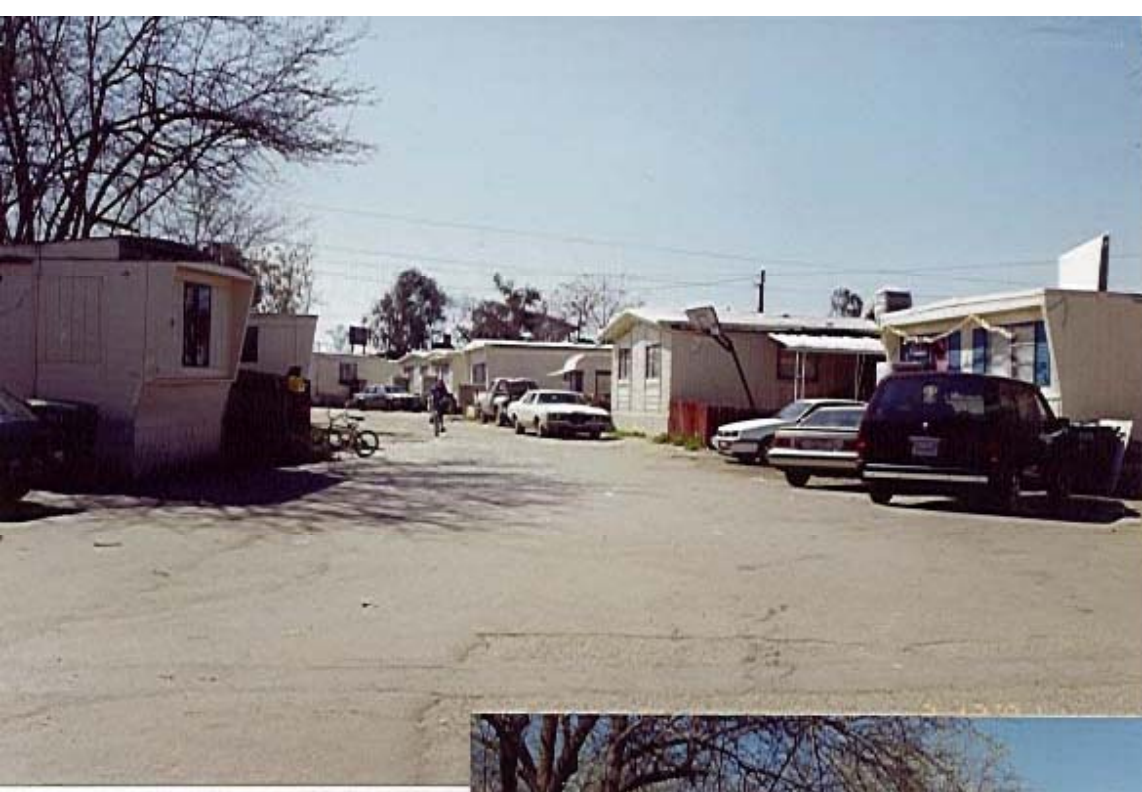
For Further Information Contact:

John Grant

**Park Brokerage Inc.
11580 Petenwell Road
San Diego, CA 92131
(800) 987-3363**

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.

Manufactured Housing Community For Sale



5 15 2011

The Del Rio Mobile Home Park
Profit & Loss
 January through June 2001

07/16/01

	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	TOTAL
Ordinary Income/Expense							
Income							
Residential Income	0	0	0	0	-10	0	-10
Dog Tag Deposit	0	0	136	515	588	89	1,328
(1) Gas submetering	0	0	4,000	825	10,900	1,000	16,725
(2) Option Fee							
Residential Rent	-6,458	-12,963	-18,096	-5,387	-6,563	-12,116	-61,582
Bad debt	75,330	75,130	76,448	76,880	79,175	83,849	466,811
Residential Rent - Other	68,872	62,167	58,352	71,493	72,613	71,733	405,229
Total Residential Rent	0	-1,000	0	-9	0	0	-1,009
Cash Over/Cash Short	3,502	5,553	893	0	830	60	10,838
Maintenance fees	500	300	500	457	563	425	2,745
Pet fee	336	276	744	912	1,080	384	3,732
Application fee	1,210	960	740	900	600	720	5,130
Late fees	765	825	1,104	502	705	528	4,429
Laundry							
Total Residential Income	75,185	69,081	66,469	75,595	87,868	74,939	449,137
(13) Commercial Income	2,066	2,080	1,960	1,856	1,845	1,999	11,806
Total Income	77,251	71,161	68,429	77,451	89,713	76,938	460,943
Expense							
Taxes and Licenses							
Licenses and Permits	336	160	0	0	0	0	496
(4) Local	0	0	0	14,949	711	-12,756	2,904
State	17	72	39	36	55	0	219
Taxes and Licenses - Other	0	0	0	800	0	0	800
Total Taxes and Licenses	353	232	39	15,785	766	-12,756	4,419
Repairs and Maintenance							
Appliances	19	221	446	128	1,082	1,063	2,959
Appliance service	1,879	0	1,100	1,104	1,770	900	6,752
Appliance Purchases							
Total Appliances	1,898	221	1,546	1,231	2,852	1,963	9,711
Subcontractors							
(5) Sewer Services	4,835	1,040	235	0	235	-60	6,285
Subcontractors - Other	0	0	0	0	900	1,000	1,900
Total Subcontractors	4,835	1,040	235	0	1,135	940	8,185
Supplies							
Tools (non capitalized)	587	1,363	782	64	265	45	3,106
(6) Wood	2,256	1,321	2,324	2,813	1,738	1,182	11,634
(7) Meters	0	0	0	0	250	8,216	8,466
Cleaning	294	0	210	256	1,673	0	2,433
Roofing	0	0	668	0	150	141	959

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Painting	492	70	1,560	1,340	1,125	0	4,587
Skirting	33	0	0	68	176	0	277
Carpet	3,027	2,804	1,496	2,798	3,916	1,980	16,021
Supplies - Other	2,707	3,126	6,719	3,746	8,206	3,500	28,003
Total Supplies	9,396	8,684	13,759	11,086	17,499	15,063	75,487
Equipment Rental	39	0	39	0	0	0	78
Automobile Expense	140	0	369	307	518	0	1,333
Water Testing	18	18	0	36	18	18	108
Total Repairs and Maintenance	16,326	9,963	15,948	12,660	22,022	17,984	94,902
Payroll	196	96	11	146	151	47	646
Payroll Company	0	1,362	0	0	2,087	0	3,449
Workmans Compensation	76	103	64	95	41	27	407
FUTA	730	1,262	890	1,493	932	805	6,112
Payroll Taxes	334	449	282	415	180	119	1,779
SUTA	6,086	6,012	5,645	6,465	6,659	6,176	37,042
Earned Rent	9,543	16,493	11,630	19,373	12,189	10,519	79,747
Wages - Other	15,629	22,505	17,275	25,838	18,848	16,695	116,790
Total Wages	16,965	25,776	18,523	27,986	22,240	17,693	129,183
Total Payroll	0	2,940	425	425	1,296	0	5,086
Insurance	0	2,940	425	425	1,296	0	5,086
Liability Insurance	0	2,940	425	425	1,296	0	5,086
Total Insurance	0	2,940	425	425	1,296	0	5,086
Administrative	0	0	0	60	0	0	60
Misc	110	166	256	364	189	106	1,192
Telephone	0	500	1,739	400	14	420	3,073
Legal Fees	3,606	3,748	0	0	4,363	0	11,717
Eviction	0	-250	0	0	0	0	-250
Eviction Services	180	266	335	1,742	1,171	0	3,694
Legal Fees for Evictions	3,786	3,764	335	1,742	5,534	0	15,161
Background Checks	103	24	11	113	34	0	284
Total Eviction	246	264	282	56	56	0	903
Postage and Delivery	0	0	0	0	2,600	2,600	5,200
Office Supplies	0	0	0	0	2,600	2,600	5,200
Management Fees	0	0	0	0	859	0	859
Up-front fee	375	0	0	0	0	0	375
Total Management Fees	0	0	0	0	2,600	2,600	5,200
Dues and Subscriptions	0	0	0	0	859	0	859
Travel & Ent	0	0	0	0	0	0	0
Entertainment	0	0	0	0	0	0	0

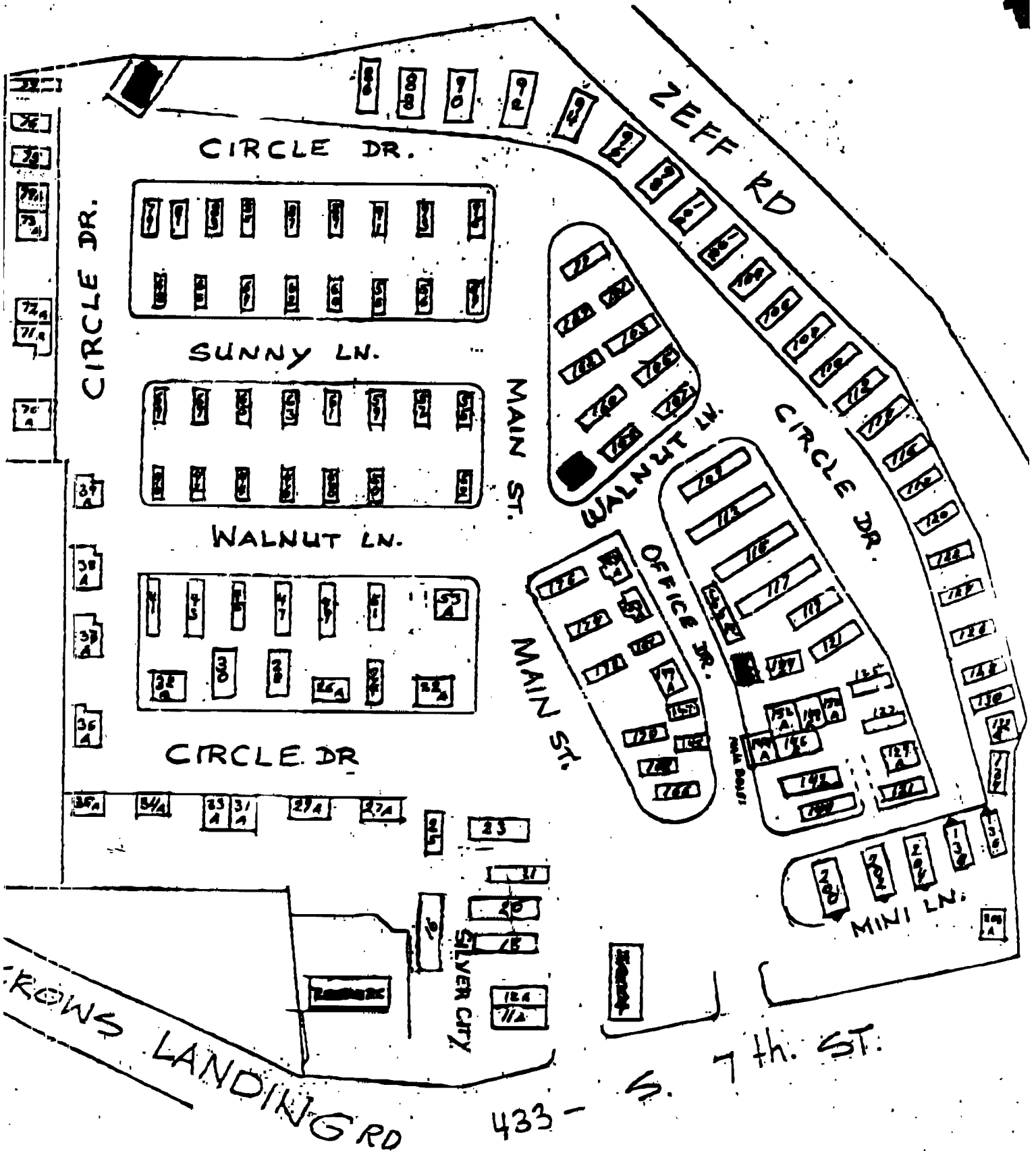
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Profit & Loss
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07/16/01

	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	TOTAL
Meals	21	0	0	0	0	0	21
Total Travel & Ent	396	0	0	0	0	0	396
Bank Service Charges							
Returned checks	0	12	0	0	0	0	12
Bank Service Charges - Other	42	40	57	45	171	178	533
Total Bank Service Charges	42	52	57	45	171	178	545
Advertising							
Newspaper	642	595	647	1,118	1,205	733	4,939
Newsletter	73	81	83	0	0	0	237
Advertising - Other	21	21	525	21	21	21	630
Total Advertising	736	697	1,255	1,139	1,226	754	5,806
Total Administrative	5,419	5,466	3,934	3,919	10,683	4,058	33,479
Utilities							
Gas	25,036	18,610	8,666	4,418	1,291	5,444	63,465
Electric	0	11,281	20	4,314	4,740	5,131	25,485
Garbage Disposal	1,863	2,215	2,573	2,310	1,542	1,366	11,868
Total Utilities	26,899	32,105	11,259	11,042	7,572	11,941	100,818
Total Expense	65,962	76,483	50,127	71,816	64,579	38,919	367,886
Net Ordinary Income	11,289	-5,322	18,302	5,635	25,134	38,019	93,056
Other Income/Expense							
Other Income	0	0	3	20	0	0	23
Total Other Income	0	0	3	20	0	0	23
Other Expense							
Mortgage Interest							
Steinke Note Interest	651	651	651	651	651	651	3,906
SBA Note Interest	1,016	1,016	1,016	1,016	1,016	1,016	6,096
Siler Note Interest	6,522	6,522	6,522	6,522	6,522	6,522	39,132
Total Mortgage Interest	8,189	8,189	8,189	8,189	8,189	8,189	49,134
Total Other Expense	8,189	8,189	8,189	8,189	8,189	8,189	49,134
Net Other Income	-8,189	-8,189	-8,186	-8,169	-8,189	-8,189	-49,111
Net Income	3,100	-13,511	10,116	-2,534	16,945	29,830	43,945

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Improvements	Initial Cost (est)	Benefits
Removed 13 small homes and replaced 12 w/doublewides	96,000	Higher rent, improve look of park, lower turnover
Upgraded interior of homes as they turned over	50,000	Better residents, lower turnover, higher rents
Installed electric sub-meters (50% unfinished as of 8/1/01)	35,000	Sub-meter tenant utilities (leads to 35-50% reduction in use)
Painted exterior of all units	22,000	Curb appeal and consistency
Sub-metered gas (15% unfinished)	20,000	Much lower gas bill, sub-meter tenant utilities
Re-sealed all mobile home roofs	13,000	Less damage, happier residents, lower heating bills
Replaced majority of coolers and numerous appliances	10,000	More efficient, fewer probs down the road
Installed laundry facility (equip, drywell, building inpvmnts)	9,000	Convenience for residents, new amenity
Trimmed every tree in park (was deferred for 15+ years)	7,500	Less roof damage, better looking park
Purchased numerous new tools and equipment	6,000	Do more in-house (keys, septic, trimming, thread pipes...), one-time cost
Installed seven new dry-wells	5,000	Greatly reduce pumping costs
Removed all toungues and skirted front of homes	5,000	Curb appeal, more parking area
Replaced and enlarged storm drain pipes	4,500	Less flooding of roads during big downpours
Fenced in storage areas and water tanks	4,000	Less theft, curb appeal, reduce risk of a problem
Put island in at entrance to park	3,500	Curb appeal, safer entrance
Created new legal forms for MH sale & Occupancy	3,000	Protect on evictions and from potential lawsuits; forms for sale of MHs
Covered all septic holes with manholes (was sheetmetal)	2,250	Reduce risk of a lawsuit
Moved office to larger and better location	2,250	Improved first impression, easier to operate, better for residents
Computerized office	2,000	More accurate accounting and oversight
Moved coolers to side of homes (from front of home)	2,000	Curb appeal
Removed 3/4 of front fences	2,000	Curb appeal, wont have to replace fencning in future, cleaner yards
Began doing background checks on applicants	-	Better residents, lower turnover, lower bad debt
Cut down newspaper ads by 30%	-	Run each ad every-other day
Hired a cheaper eviciton service	-	Lowered cost per eviction by 30%
Installed 110 water heater blankets	-	Lower energy usage
Instituted pet fees and late fees	-	Increased revenue, fewer pets and late payments
More stringent on evicting problem residents	-	Has lead to a quiter commuinity, improved reputation of park
Moved to curb-side pick-up of garbage (cans...)	-	Cleaner park, open area in back can be used for 5 RV sites, no more dumping
Organized and added storage areas	-	More space, easier to find what you need
Renegotiated property tax bill (reduced 40%)	-	Will lower future expenses considerably if purchase done as lease option
Re-numbered addresses around entire park	-	Easier for employees, applicants etc to find homes
TOTAL CAPITAL EXPENSES	304,000	



DEL RIO MOBILE HOME PARK

5/29/90

433 - S. 7th ST.

