

PRESS RELEASE

APPLE VALLEY, CALIFORNIA

NOVEMBER 20, 2000

BUYER SEEKS UPSIDE IN HIGH DESERT

The sale of the Camelot Mobile Home Park located at 22020 Nisqually Road in Apple Valley, California was completed on November 20, 2000 for \$1,400,000. John Grant of Park Brokerage Inc. and Vince Reynolds of BRE Commercial/NAI represented the seller in the transaction.

The all ages community was built in 1988 and has 76 large doublewide spaces. The community is considered four star and includes a pool and clubhouse. The park is situated on 9.39 acres and has concrete streets. The gas and electric utilities are directly billed by the utility companies. The sewer and water utilities are on city services.

The sale included 15 manufactured homes and six manufactured home installment notes for \$89,238. The Buyer received a \$65,000 credit in escrow for deferred maintenance. The manufactured homes are two and three bedroom doublewides built in 1988 and 1989 and are worth approximately \$15,000-\$20,000 each.

The community had average space rents of \$242 plus all utilities. The park owned homes rented for an additional \$160-\$240/month. The community had 18 space vacancies at time of sale.

With the park owned home rentals and the note income, the community sold at a 10% capitalization rate. The buyer paid all cash with no financing.

Vince Reynolds commented, "Even the devastated high desert markets of Southern California are beginning to show recovery, and investors are beginning to buy the parks that are offered at discounts from replacement cost. Four manufactured housing communities in Apple Valley have sold in the last year. New manufactured home sales into high desert communities are starting to happen, and investors are realizing now is the time to buy before prices begin to escalate".

John Grant added, "The buyer is a manufactured home retailer with a large network of communities throughout Southern California. Average home prices in the Apple Valley/Victorville/Hesperia market increased 11% during the last year to \$111,000 and the same approximate increase is expected this year. The buyer is confident that the community will fill".

John Grant and Vince Reynolds sell and finance manufactured housing communities and RV parks exclusively throughout the states of California, Arizona, and Nevada. They have sold 75 parks in the last twelve years and financed over 100. For further information contact John at 800-987-3363 and Vince at 800-794-1660.