

PRESS RELEASE

BRAWLEY, CA

JUNE 6, 1995

INVESTOR FEELS CONVERSION FROM RV TO MOBILE HOME PARK IS BEST USE

The sale of the Palm Lane RV Park located at 231 West Main Street was completed June 6, 1995 for \$375,000.

The park contains 44 RV spaces (40 permitted) and a manager's residence. The well maintained park is centrally located in downtown Brawley and has extensive, mature landscaping.

John Grant and Vince Reynolds of Business Real Estate Brokerage Company represented both parties in the transaction. "The park had been operated as a mobile home park prior to 1985. In 1985 the seller sought to redevelop the property to commercial use, and evicted the mobile home park tenancy and changed the park to RV only. The last ten years he operated it as a winter season only, snowbird park. The park was only open six months a year. The buyer feels there is demand for a well maintained, centrally located mobile home park in Brawley, and believes there is huge rental income upside. He anticipates occupancy to be above 80% the first year," said Grant. The space rents at time of sale were \$240/month including all utilities.

The buyer placed a \$140,000 down payment on the park and had the seller carry a \$235,000 1st Trust Deed due December 31, 1995. The seller carried the 1st Trust Deed at no interest to help the buyer through the slow summer months, and give the buyer time to increase permanent occupancy before refinancing the loan at the end of the year. Reynolds commented, "the buyer plans to pass-through the electrical and cable expense while maintaining rents near or at the current level. In the past electrical expense was often greater than the rental income during the summer months. This change alone will increase the buyers return substantially."

Palm Lane is the buyer's third purchase of a mobile home or RV park in Imperial County. The buyer is attracted to the area's high economic growth, and excellent investment returns.

John Grant and Vince Reynolds, both of Business Real Estate, sell and finance mobile home and RV parks exclusively throughout the states of California and Arizona. They have sold 28 parks in the last six years with dozens and dozens financed.

For further information contact John or Vince at (800) 794-1660.