

INVESTOR SNAPS UP INFILL, SAN DIEGO MH COMMUNITY



The sale of the Bayside Palms Mobilehome Village located at 1600 Palm Avenue in the City of San Diego, CA closed on December 20, 2011 for \$7,150,000 or \$68,095 per site. John Grant of Park Brokerage Inc. handled the sale.

The all ages manufactured housing community has 105 sites on 7.05 acres. It was built in the in the late 1950's but had the gas, electric, and water utilities and brand new streets installed in 2001. The community has mostly doublewide sites at 35 feet wide X 48-60 feet long with currently 34 doublewide homes and the balance singlewides. Three vacancies at time of sale and three rental, park owned homes. Amenities include an office, laundry room, and maintenance shop.

The mhc site rents were \$486-\$572 with a \$520 average plus submetered gas, electric, water, and sewer utilities plus a flat fee of \$17 for trash. Broker believes market is \$675 and there is no rent control in the City of San Diego. The property is serviced by municipal city and water services. The property is located in the South Bay area of San Diego near Imperial Beach close to the Mexico border.

The buyer paid all cash to a new loan. The capitalization rate was 5.8%. The property was in good condition at time of sale.

John Grant commented, "Infill manufactured housing communities are in very high demand from investors that offer income stability at reasonable rental rates. Investors with cash are eager to buy and get much better returns with upside than today's money market rates".

Grant added, "The South Bay area of San Diego near the border of Mexico is one of the stronger rental markets in Southern California. It has a large employment base and lots of jobs".

John Grant sells and finances manufactured housing communities and RV parks exclusively throughout the states of California, Arizona, and Nevada. He has sold 150 manufactured housing communities and RV parks in the last 24 years and financed over 200. John can be reached at 858-586-9400.

Market time: Three weeks, Escrow length: 130 days
Grant Deed Document Recording # 0681594