

# **SANDY POINT MOBILE HOME PARK**

**5625 Sandmound Blvd., Oakley, CA**



- \$1,100,000 Sales Price
- 17 MH + 7 RV Sites + 4 Rental MH
- Excellent Delta Bay Location
- City Sewer and Well Water
- 8.6% Cash Flow with Upside

*For Further Information Contact:*

**John Grant**

**Park Brokerage Inc.**

**11580 Petenwell Road**

**San Diego, CA 92131**

**(800) 987-3363, fax (858) 530-2368**

**Email: [john.grant@earthlink.net](mailto:john.grant@earthlink.net)**



<b>MANUFACTURED HOUSING COMMUNITY</b>		<b>Price</b> <b>\$1,100,000</b>	
Sandy Point Mobile Home Park 18 MH + 7 RV SITES + 4 RENTAL MOBILE HOMES		<b>Down Payment</b> <b>\$330,000 cash to new loan or Submit</b>	
<b>Address/City</b> 5625 Sandmound Blvd., Oakley	<b>County</b> Contra Costa	<b>State</b> California	
<b>Est. Vac. &amp; Expense %</b> See Proforma Attached	<b>Age</b> Older	<b>Loan</b> Buyer to obtain	
<b>Capitalization Rate</b> 7.6%	<b>Est. Spendable Return</b> 8.6%	<b>Total Return</b> 11.3%	
<b>Parcel Size</b> 1.07 Acres	<b>No. Spaces</b> 24	<b>Water</b> Well	<b>Sewer</b> City
<b>Listing Salesman</b> John Grant (800) 987-3363		<b>Price per Space: \$45,833</b>	
<p><b>DESCRIPTION AND TENANT INFORMATION:</b> Well located 24 space park with 17 mobile home and 7 RV spaces and 4 rental mobile homes. Sandy Point is located in the unincorporated area of Oakley in Contra Costa county and right across the street from the delta. The area is rapidly expanding with new housing tracts and retail properties. The mobile home space rents are approximately \$100 under market at \$325-\$403 plus submetered gas, and \$28.89 for trash and \$24.88 for sewer. Owner has only been raising rents 3% per year. Direct bill electric, city sewer, and well water. There is city water in the street in front of the park. The RV spaces rent for \$309-\$385. Contra County has a mobile home park rent control ordinance but the minimum rent must be \$476.05 before the rent can be controlled. The four park owned rental mobile homes (one 1 bedroom and 3 two bedrooms) rent for \$750-\$1,250 plus utilities.</p>			
<b>TOTAL ESTIMATED NET INCOME BEFORE DEBT SERVICE</b>		<b>\$83,931</b>	
<b>LOAN INFORMATION</b>		<b>TOTAL ANNUAL PRIN. &amp; INTEREST PAYMENT</b>	
Buyer to obtain new bank financing. Broker estimates a new loan at a 70% loan to value \$770,000 at a 6.0% fixed interest rate for 3 years then fully amortized over the next 27 years at the 11 <sup>th</sup> district + 2.75%, monthly payment \$4,616.54		<b>EST. ANNUAL PRE-TAX CASH FLOW (SPENDABLE)</b>	
		<b>PLUS PRINCIPAL REDUCTION YEAR ONE</b>	
		<b>TOTAL RETURN</b>	
		<b>\$55,386</b>	
		<b>\$28,545</b>	
		<b>\$9,400</b>	
		<b>\$37,945</b>	

The information contained herein has either been given to us by the owner or the property or obtained from sources that we deem reliable. We have no reason to doubt its accuracy but we do not guarantee it. Vacancy factors used herein are an arbitrary percentage used only as an example. It does not necessarily relate to actual vacancy, if any. The value of this investment is dependent upon these estimates and assumptions made above, as well as the investment income, the tax bracket and other factors which your tax advisor and/or legal counsel should evaluate. **THE PROSPECTIVE BUYER SHOULD CAREFULLY VERIFY EACH ITEM OF INCOME, EXPENSE, AND ALL OTHER INFORMATION CONTAINED HEREIN.**

## SANDY POINT MOBILE HOME PARK

		ACTUAL Year End 2004	ACTUAL Year End 2005	Broker Proforma	
<b>REVENUE</b>					
	Rents at 100% Occupancy			126,398	
	5% Vacancy			-6,320	
	Utilities			18,000	
	Laundry			3,600	
	<b>TOTAL REVENUE</b>	<b>105,866</b>	<b>92,094</b>	<b>141,678</b>	←
<b>EXPENSES</b>					
	Advertising	56		56	
	Auto and Travel	1,982		0	←
	Insurance	1,606		1,606	
	Legal and Professional	1,289		1,289	
	Management Fees	7,803		0	
	Payroll	15,992		6,000	←
	Repairs	16,093		7,400	←
	Supplies	2,003		0	←
	Returned Check	1,205		1,205	
	Security Deposit Return	1,875		1,875	
	Property Taxes	11,094		18,585	←
	Telephone	1,139		1,139	
	Utilities	12,466		17,466	
	Permits + Licenses	967		967	
	Miscellaneous	215		215	
	<b>Total Expenses</b>	<b>75,785</b>		<b>57,747</b>	
	<b>NET INCOME</b>	<b>30,081</b>		<b>83,931</b>	←

Seller has not been very diligent in working on renting spaces and homes over the years and park has had unnecessary vacancies. Seller starting to advertise now and park filling. 3 vacant rental homes and 2 spaces

Seller internal expense

More than half of payroll is for other 39 space park Seller owns in Oakley

24 spaces X industry average of \$225 per space per year for Repairs plus \$500 per year for four rental mobile homes

New property taxes per Prop. 13

Net income used for valuation

