

PRESS RELEASE

TUCSON, ARIZONA

OCTOBER 8, 2004

QUALITY, 55+ TUCSON COMMUNITY SELLS FOR \$39,711 PER SITE

The sale of Swan Lake Estates located at 4550 N. Flowing Wells Road in the City of Tucson, Arizona closed on October 8, 2004 for \$11,000,000. John Grant of Park Brokerage Inc. represented the buyer in the sale.

The 55+, four star community was built in 1971 and contains 277 sites on 35.24 acres. The community has all doublewide sites with approximately half singlewide and half doublewide homes. Amenities include a gorgeous four acre lake with lakefront sites, two clubhouses, two swimming pools and spas, billiards, shuffleboard, and security. The property has grassy, open areas and shade trees that provide additional appeal.

Site rents were \$295-\$310 and \$350 for the 11 lakefront sites. The electricity is submetered, the gas directly billed by Southwest Gas, and the city sewer, city water, and trash utilities were included in the rent. There is no rent control in the State of Arizona. The community had 14 vacancies at time of sale for a 5% vacancy rate.

The property sold at a 6.0% capitalization rate. The buyer obtained \$6,825,000 in new financing at an adjustable interest of 4% fully amortized over 30 years. The property was in good condition at time of sale.

John Grant commented, "Swan Lake is one of the premiere 55+ manufactured housing communities in the Tucson market. The property received over 30 offers in the first week of being on the market and sold above its \$10.85 Million list price. The community has very reasonable rent levels, a good Tucson location, quality senior tenancy, city utilities, a unique lake amenity, and some upside with its 5% vacancy rate at time of sale".

John Grant sells and finances manufactured housing communities and RV parks exclusively throughout the states of California, Arizona, and Nevada. He has sold 111 manufactured housing communities and RV parks in the last 16 years and financed over 100. John can be reached at 800-987-3363.

Market time: 30 days

Escrow length: 75 days