

PRESS RELEASE

ESCONDIDO, CA.

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INVESTORS FIND OPPORTUNITY IN RENT CONTROL EMBATTLED ESCONDIDO

The sale of the Westwinds Mobile Home Park at 1411-15 Pine Street was completed February 2, 1995 for \$1.9 million.

The park contains 66 spaces, a house, apartment and 38 park-owned homes. The park would be considered 3-star and has a pool and clubhouse.

John Grant, who handled the transaction, commented, "The buyer feels that there is quite a bit of upside in the property and likes the fact that most of the tenants are senior citizens, even though the park is open to all ages. With rents in the park one-half of market and with the statewide rental assistance initiative on the ballot, he feels that there is an excellent opportunity to increase his cash flow. In addition the 38 park-owned homes are exempt from Escondido's stringent rent control."

The seller was able to obtain the almost \$28,000 per space by carrying a \$575,000 third trust deed at below-market rates. The buyer placed a \$350,000 down payment and assumed the existing first and second trust deeds. Vince Reynolds, who with Grant completed the sale, commented, "This park ordinarily would not sell because of Escondido's very restrictive rent control, but because of the increased income from the non rent controlled spaces and the excellent financing, both parties benefited from the sale."

John Grant and Vince Reynolds, both of Business Real Estate, sell and finance mobile home parks exclusively and have sold 26 parks in the last five years.

For further information contact John or Vince at (619) 546-5400.