Yale
Realty & Capital Advisors

OFFERING MEMORANDUM

Hybrid Park

#11090519 | 06/24/21

Sebring - Tampa, Florida

3.0 STARS

75-125 SITES

$2.00M

I want to thank you and your team at Yale advisors for your professionalism and due diligence... you managed to organize and answer all questions for the buyer, creating a smooth transition... I would not hesitate to use your firm again.

Steven K. - Owner

Thank you for your consideration

Ken Schefler
Director - Upper Midwest
Ken@yaleadvisors.com
323-393-0116

NON-ENDORSEMENT & DISCLAIMER

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. The information, calculations and data presented in this report are believed to be accurate but are not guaranteed. The information contained in this report shall not be considered as a substitution for legal, accounting or other professional advice. Please seek proper legal and tax advice as appropriate before making investments.

Property Discussion

Hybrid Park

Yale Reality Advisors is proud to present the opportunity to acquire a hybrid MH/RV community located in Central FL. Priced at a 7.5 cap with plenty of upside, this deal allows for a very strong return for any investor.

This is a hybrid community, with 1/3 of the sites being manufactured housing and 2/3 of the sites being RV. The current ownership has done the hard work of stabilizing the community. 100% of the MH sites are occupied, and the RV income has grown 30% year over year. This is without their loyal Canadian snowbirds from previous years due to international borders being shut. Once borders are open, new ownership can expect an even more robust peak season.

The property is conveniently connected to municipal water and sewer, saving a new owner from any private utility headaches. There is value add potential in updating the amenities and raising RV rates, as well as adding alternate streams of income, like a store.

The MSA is a proven RV market and a known vacation destination for outdoor activities, including hiking, camping, canoeing, kayaking, and fishing. Just down the street, there is a national branded 400 space RV park that is thriving. RV demand continues to grow in this region, and any savvy operator will be able to take advantage of this momentum to create a strong investment return.

Property Highlights

- Priced at a 7.5 cap
- Municipal Water and Sewer
- Below market rents. Region supports increases of $50-200/mo depending on amenity upgrades
- Thriving RV market. 5 star institutional RV asset located less than a mile away.
- Strong Day 1 Cashflow. 100% of MH lots are occupied

Property Overview

PURCHASE OVERVIEW	
Purchase Price*	**$2,000,000**
Total Equity Contribution	$1,375,000
Home Inventory Price	$250,000
Down Payment	$775,000
Projected CAPEX Investment	$350,000
Loan Amount	$975,000

PROPERTY DETAILS	
Property Type	RV Park
Number of Units	75 - 125
Purchase Price Per Unit	$14,000 - $23,350
Income Per Unit	$2,600 - $4,300
Expenses Per Unit	($1,450 - $2,450)
Acreage	7.21 AC.

UTILITY INFORMATION

Utility Service	Provider	Meter	Paid By
Water	Municipal	Yes	Tenants
Sewer	Municipal	Yes	Tenants
Trash	Curbside-Pickup/ Dumpster	None	Park

**Purchase Price does not include the projected CAPEX investment*

PROPERTY AMENITIES

- Fishing Pond
- Shuffleboard Courts
- Horseshoe Pits
- Off-Street Parking
- Propane
- Storage
- Laundry Facility
- Wifi

Transaction Overview

UNDERWRITING ASSUMPTIONS	
RV Rental Growth Rate	Grew the RVs to generate $3,000 Per Year by Year 3
MH Rental Growth Rate	Years 1-2: $55 Per Year; 5% Per Year After That
Other Income Growth Rate	5% Per Year
Expense Growth Rate	3% Per Year

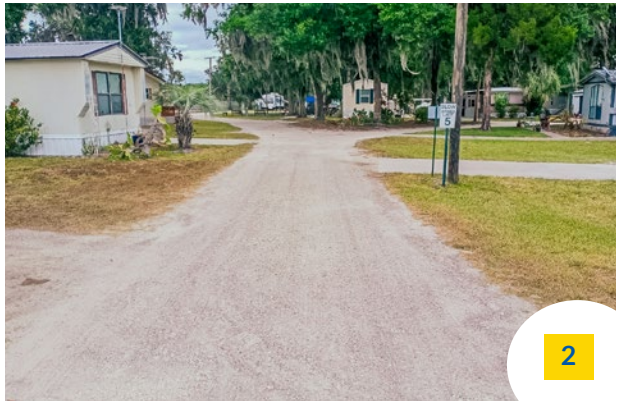
LOAN OVERVIEW	
Total Equity Contribution	$1,375,000
Loan Amount	**$975,000**
Loan to Value	55%
Interest Rate	4.50%
Amortization	25 Years
Interest Only Period	1 Year
Loan Term	5 Years
Interest Only Payment	$3,656
Amortization Payment	$5,419
Financing Type	CMBS

FINANCIAL MEASUREMENTS	YEAR 1	YEAR 3	YEAR 5
Effective Gross Income	**323,115**	**394,394**	**435,222**
Less: Operating Expenses	(182,986)	(206,698)	(219,959)
Operating Expenses Ratio	56.6%	52.4%	50.5%
Net Operating Income	**140,129**	**187,696**	**215,264**
Less: Annual Debt Service	(43,875)	(65,032)	(65,032)
Debt Coverage Ratio	3.19	2.89	3.31
Net Cash Flow	**96,254**	**122,664**	**150,231**
Cap Rate on Cost	8.01%	10.73%	12.30%
Exit Cap Rate Assumption	7.00%	7.00%	7.00%
Economic Occupancy %	100.0%	100.0%	100.0%
Gross Rent Multiplier	6.5	7.3	7.7
Cash on Cash Return	**8.6%**	**10.9%**	**13.4%**
Internal Rate of Return (IRR)	**N/A**	**25.5%**	**23.5%**

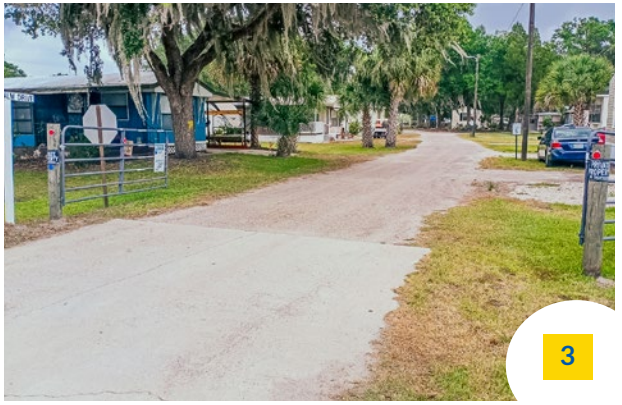
Property Photos

STREET VIEW

STREET VIEW



STREET VIEW



STREET VIEW

STREET VIEW

STREET VIEW

Property Photos

STREET VIEW

STREET VIEW

STREET VIEW

RESTROOM FACILITY

5 Year Pro Forma

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Potential Rental Income	267,793	318,193	367,705	382,633	398,305
Rent Increase Income	50,400	49,512	14,928	15,672	17,616
Less: Inventory Premium	(61,800)	(61,800)	(61,800)	(61,800)	(61,800)
Other Income	66,722	70,058	73,561	77,239	81,101
Effective Gross Income	**323,115**	**375,963**	**394,394**	**413,744**	**435,222**
EXPENSES					
Advertising	2,575	2,652	2,732	2,814	2,898
Cable, Phone, Internet	750	773	796	820	844
Electric	36,641	37,741	38,873	40,039	41,240
General & Administrative	4,380	4,511	4,647	4,786	4,930
Insurance	8,900	9,167	9,442	9,725	10,017
Licenses & Permits	1,000	1,030	1,061	1,093	1,126
Meals, Travel, & Entertainment	501	516	532	547	564
Off-Site Management Fees @ 11.6%	12,925	15,039	15,776	16,550	17,409
Payroll Expense	23,882	24,599	25,337	26,097	26,880
Professional Fees	3,000	3,090	3,183	3,278	3,377
Propane	6,724	6,926	7,134	7,348	7,568
Real Estate Taxes	23,626	24,334	25,064	25,816	26,591
Real Estate Taxes Reassessment		10,199	10,505	10,820	11,144
Repairs & Maintenance	12,912	13,299	13,698	14,109	14,532
Replacement Reserves	6,675	6,875	7,082	7,294	7,513
Supplies	2,646	2,725	2,807	2,891	2,978
Trash	6,353	6,544	6,740	6,942	7,150
Water & Sewer	29,496	30,381	31,292	32,231	33,198
Total Expenses	**182,986**	**200,400**	**206,698**	**213,200**	**219,959**
Net Operating Income	**140,129**	**175,563**	**187,696**	**200,544**	**215,264**
Less: Annual Debt Service	**(43,875)**	**(65,032)**	**(65,032)**	**(65,032)**	**(65,032)**
Net Cash Flow	**96,254**	**110,531**	**122,664**	**135,512**	**150,231**

Cash Flow Analysis

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
RENTAL ACTIVITY ANALYSIS					
Effective Rental Income	256,393	305,905	320,833	336,505	354,121
Other Income	66,722	70,058	73,561	77,239	81,101
Effective Gross Income	**323,115**	**375,963**	**394,394**	**413,744**	**435,222**
Less: Operating Expenses	(182,986)	(200,400)	(206,698)	(213,200)	(219,959)
OPERATING EXPENSES RATIO	56.6%	53.3%	52.4%	51.5%	50.5%
Net Operating Income	**140,129**	**175,563**	**187,696**	**200,544**	**215,264**
Less: Annual Debt Service	(43,875)	(65,032)	(65,032)	(65,032)	(65,032)
Net Cash Flow	**96,254**	**110,531**	**122,664**	**135,512**	**150,231**
PROPERTY RESALE ANALYSIS					
Projected Sales Price	2,001,847	2,508,044	2,681,370	2,864,918	3,075,195
Less: Selling Expenses	(60,055)	(75,241)	(80,441)	(85,948)	(92,256)
Less: Loan Balance	(975,000)	(953,401)	(930,809)	(907,180)	(882,465)
Net Sale Proceeds	**966,792**	**1,479,402**	**1,670,120**	**1,871,791**	**2,100,474**
CASH SUMMARY					
Net Cash Flow	96,254	110,531	122,664	135,512	150,231
Previous Years Net Cash Flow		(253,746)	(143,215)	(20,551)	114,960
Net Sale Proceeds	966,792	1,479,402	1,670,120	1,871,791	2,100,474
CAPEX	(350,000)				
Down Payment	(775,000)	(775,000)	(775,000)	(775,000)	(775,000)
Total Cash Generated	**(61,954)**	**561,187**	**874,568**	**1,211,751**	**1,590,665**
FINANCIAL MEASUREMENTS					
Cap Rate on Costs	8.0%	10.0%	10.7%	11.5%	12.3%
Exit Cap Rate Assumption	7.0%	7.0%	7.0%	7.0%	7.0%
Debt Coverage Ratio	3.19	2.70	2.89	3.08	3.31
Loan to Value Ratio	49%	38%	35%	32%	29%
Gross Rent Multiplier	6.5	7.9	7.3	7.5	7.7
Cash on Cash Return	**8.6%**	**9.8%**	**10.9%**	**12.0%**	**13.4%**
Internal Rate of Return (IRR)	**N/A**	**27.8%**	**25.5%**	**24.2%**	**23.5%**

Yale
Realty & Capital Advisors

See what sets us apart

Our business model is built around fostering close personal relationships with our clients. We pride ourselves on providing an excellent service while maintaining our professional integrity.

PROUDLY AWARDED BY:
MHI
Manufactured Housing Institute

THE ONLY TRUE NATIONWIDE TEAM

An award-winning, collaborative national team of ***industry experts*** that provide tailored service to our clients in their dedicated markets.

OUR SELLERS NET 10-15% MORE

We have a proven track record of ***netting sellers 10-15% more in proceeds*** compared to selling direct.

BEST LOANS IN THE INDUSTRY

We offer clients the ***lowest rates and fees*** while providing the ***best loan terms,*** and our borrowers enjoy a ***99% application to closing ratio.***

ONE-STOP SHOP

Access to our exclusive network of ***1,200+ pre-qualified buyers and 200+ specialized lenders.*** Plus our ***equity sourcing*** specializes in ***the creation of partnerships*** between ***operators and capital.***

Meet the Award-Winning Team

The First True Nationwide MH & RV Advisory

Yale Realty

CHAD LEDY
Pacific Northwest
651-334-2390
Chad@yaleadvisors.com

KEN SCHEFLER
Upper Midwest
323-393-0116
Ken@yaleadvisors.com

BRIAN MCDONALD
Rocky Mountains
720-636-6551
Brian@yaleadvisors.com

HARRISON BELL
Mid-Atlantic
985-373-3472
Harrison@yaleadvisors.com

JAMES MCCAUGHAN
Midwest
305-588-5302
JMcCaughan@yaleadvisors.com

DAN COOK
Pacific Southwest
305-771-3211
Dan@yaleadvisors.com

MAX HERNANDEZ
Grand Canyon
415-686-8694
Max@yaleadvisors.com

DANA SMITH
Southwest
303-323-5649
Dana@yaleadvisors.com

CHARLES CASTELLANO
Southeast
305-978-0769
Charles@yaleadvisors.com

JAMES COOK
Natl. Director of Brokerage
386-623-4623
James@yaleadvisors.com

285+ COMMUNITIES | OVER $2.8B IN PRODUCTION | 55,000+ SITES

Yale Capital Markets

CHRIS SAN JOSE
President of Lending
850-443-4580
Chris@yaleadvisors.com

GREG RAMSEY
Vice President of Lending
904-864-3978
Greg@yaleadvisors.com

BLAKE PERLMAN
Director of Equity Sourcing
248-459-5150
Blake@yaleadvisors.com

We have been building strong partnerships and taking care of our clients with the highest standard of professionalism since 2012.

Fannie Mae | Freddie Mac

- 10 to 30 Year Terms
- 30 Year AM, up to Full Term Interest-Only
- Up to 80% LTV
- Rates in the 3-3.5% Range
- Non-Recourse

CMBS

- 5 to 10 Year Terms
- 30 Year AM, up to Full-Term Interest-Only
- Up to 80% LTC
- Rates in the 3.5-4% Range
- Non-Recourse

Bank Loans

- 5 to 10 Year Terms
- Up to 30 Year AM, Partial Interest-Only
- Up to 80% LTC
- Fixed Rates from 4-5.5%
- Recourse or Partial Recourse

Bridge Loans

- 2 to 4 Year Terms
- Interest-Only
- Up to 80% LTC Including Cap-Ex
- Floating Rates as Low as 3.4%
- Non-Recourse, Flexible/No Prepayment Penalty

Equity

- Sourcing Single Investor Funds for Proven MHC and RV Operators/Developers
- Development, Portfolio Expansion, Recapitalizations
- Flexible Deal Structure; Common, Preferred and Joint Venture Equity

ATLANTA | CHICAGO | DALLAS | DENVER | LOS ANGELES | MIAMI | PORTLAND | WASHINGTON D.C.

I have used Yale Capital and Chris San Jose for 12 CMBS loans, bank derivative fixed rate loans, and Freddie Mac and Fannie Mae loans. Chris and his team have done a fantastic job in securing the amounts and rates I was looking for. I will continue to use Chris in all my future financing needs.

— Paul G. - Owner

© 2021 Yale Realty & Capital Advisors

All rights reserved, no part of this document may be reproduced, stored in a retrieval system or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior permission of Yale Realty & Capital Advisors. In accordance with our normal practice, we must state that this offer is for the use of the recipient only. None of its content may be disclosed to parties other than the recipient without the prior written permission of Yale Realty & Capital Advisors. Such disclosure will only be made on the basis that the contents are not passed to persons other than those specified in the consent. In addition, neither the whole nor any part of this offering, nor any reference thereto may be included in any document, circular or statement without our prior written approval of the form and context in which it will appear.

1-877-889-9810
INFO@YALEADVISORS.COM
FAX 941-827-7977

YALEADVISORS.COM

CONNECT WITH US: yaleadvisors

Yale
Realty & Capital Advisors

Non Disclosure Agreement

Regarding Property: Offering #11090519

Our policy requires that we obtain this Non-Disclosure Agreement (the "Agreement") before disclosing certain information about certain real estate that may be available for sale or investment. This information must be kept confidential. In consideration of Yale Realty Advisors ("Yale") and Ken Schefler (or any party designated by Ken Schefler) (the "Broker") providing the information on such real estate which may be available for purchase or for sale (the "Potential Transaction"), I understand and agree:

1. (a) That any confidential or proprietary information (the "Confidential Information") of the potential selling party (the "Seller") provided is sensitive and confidential, and that its disclosure to others may be damaging to the Seller. I agree that upon the earlier of: (i) two (2) years from the date of this Agreement and (ii) the request of Broker, Yale or Seller, any Confidential Information furnished to me shall be either returned or destroyed, and I shall certify to such destruction.

(b) Not to disclose, for a period of two (2) years from the date I sign this Agreement, any Confidential Information regarding the Potential Transaction to any other person who has not also signed this Agreement or a joinder thereto, except to the extent necessary to secure the advice and recommendations of my employees, officers, directors, members, managers, advisors, attorneys, accounts or financing sources (collectively, the "Representatives") regarding the Potential Transaction. "Confidential Information," as used in this Agreement, shall include the fact that the Potential Transaction is for sale or open to offers, and any other data provided. My Representatives shall abide by the terms of this Agreement, and I agree to be liable for any breach of the provisions of this Agreement by any of my Representatives.

(c) Not to contact the Seller or its Representatives, suppliers or customers except through the Broker. I shall present all correspondence, inquiries, offers to purchase and negotiations relating to the Potential Transaction directly to the Broker, and all such negotiations shall be conducted exclusively through the Broker. At such a time as a LOI or PSA is reached regarding the Potential Transaction, I agree to copy the Broker on all communication and negotiations related to the Potential Transaction.

2. That all information regarding the Potential Transaction is provided by the Seller or other sources and is not verified by the Broker or Yale. The Broker and Yale have done their best to ensure the accuracy of said information, but the Broker and Yale make no, representation or warranty, express or implied, as to the accuracy of such information. I agree that the Broker and Yale are not responsible for the accuracy of any other information I receive, and I agree to indemnify and hold the Broker, Yale, and each of their Representatives harmless from any claims or damages which may occur by reason of the inaccuracy or incompleteness of any information provided to me with respect to any Potential Transaction.

I acknowledge that I have received an exact copy of this Agreement and that I have read this Agreement carefully and fully understand it.

Signature	Date
Printed Name	Email
Company	Phone

Sign, date, and send back to Broker: KEN SCHEFLER | FAX 941-827-7977 | Ken@yaleadvisors.com | TEL. 323-393-0116

Click Here to Sign Electronic NDA