

02/19/26

#02099721

[>> SKIP TO NDA](#)

Greater Haines City-Sebring, FL Region Hybrid MH & Long Term RV Resort

★★★★★ 🏠 100-125 Sites 👤 55+

 **Yale**
Realty & Capital Advisors



\$10,250,000 TARGET PRICE



PRESENTED BY



James Cook
National Brokerage Director

James@yleadvisors.com
386-623-4623



GRANT HAWKINS
Analyst

GHawkins@yleadvisors.com



SILO ALCANTARA
Senior Analyst

Silo@yleadvisors.com



JOE BONO
Research Analyst

Joe@yleadvisors.com



YELEINE CAICEDO
Office Manager

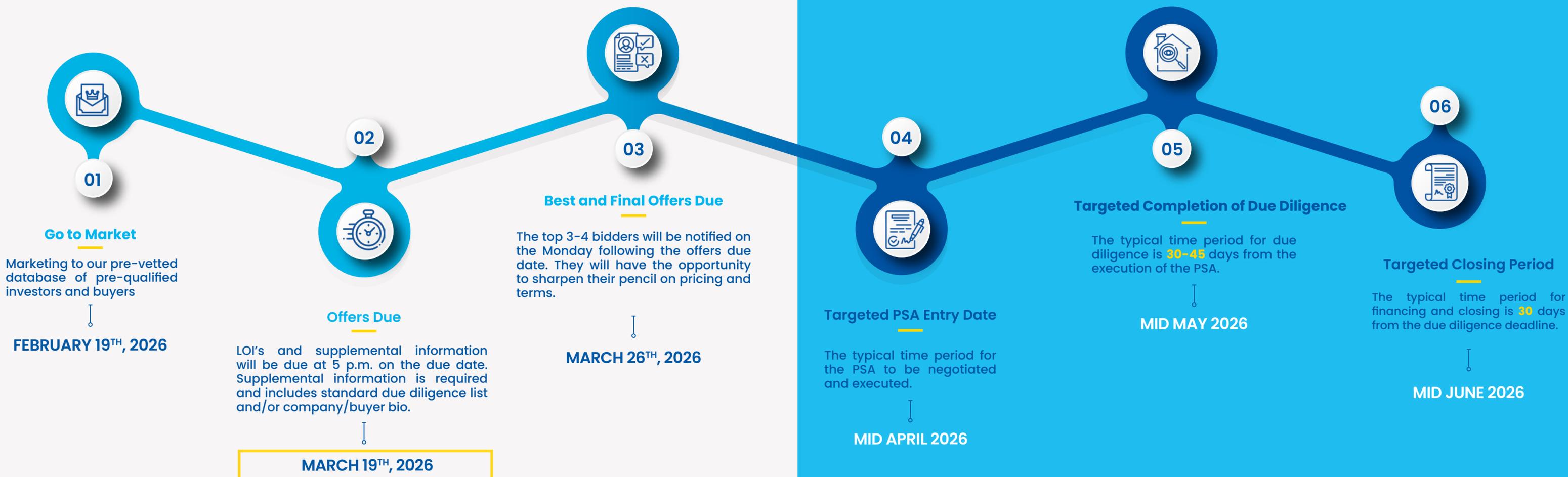
Office@yleadvisors.com

#02099721 | YALE REALTY & CAPITAL ADVISORS



Deal Timeline

#02099721 | YALE REALTY & CAPITAL ADVISORS





Property Highlights

Rare Lakefront, Highly Perm Hybrid Resort that functions like an MHC

Featuring 95% Tied Down, Skirted & Landscaped RV, MH or Park Model units

Active Community with Beautiful inland Marina, Pool and Clubhouse

Private utilities, WWTP and Well – all in good working order

System provides utilities to ~115 neighboring residents



Property Discussion

Subject is a highly permanent MH/RV Hybrid with 95% of the units tied down. This property functions like a typical retirement MHC, with the high stability of units – roughly 97% of occupied sites are annuals. It features beautiful waterfrontage, a clubhouse, heated pool, a marina with 40 slips and a boat launch. The community is very active, and has a strong retirement base with about half the residents being snowbirds, centered around fishing and water activities.

Water and sewer are provided by well and WWTP, with the sale including a utility company operating approx. 115 neighboring home sites as well.

Unit sales are in the \$10-30k range, with many of the units being fully remodeled featuring vinyl siding and new roofs. The property also sits high and dry, making it low risk and high demand being on a 4500-acre lake known for great fishing.



Property Details →

PROPERTY DETAILS

Property Type	MH & Long Term RV Resort
Star Rating	3.5 Stars
Age Restriction	55+
Number of Sites	100-125 Sites
Occupancy Rate*	92.4%
Inventory %	1.7%
RV / PM / MH %	21.0% / 57.1% / 21.8%
% of Sites Tied Down, MH or PM	95%
Property Acreage	10-15 Acres
Average Site Rent	\$598
Flood Zone	None
HOA	None

INFRASTRUCTURE

Water Service	Well
Sewer Service	WWTP
Water & Sewer Line Maintenance	Park Responsibility
Water & Sewer Meters Available	None
Water & Sewer Billing	Flat Fee to Tenants
Trash Service	Dumpsters
Trash Billing	Billed to Park
Electric Amperage	30/50 Amp
Tenant Lawn Maintenance	Park Responsibility
Road Construction	Asphalt
Road Maintenance	Park Responsibility

**Note that 6 vacancies will be leased by closing, bringing occupancy to 97.4%.*



Property Amenities Highlight

- Swimming Pool
- Waterfront
- Clubhouse
- Dog Park
- Laundry Facility
- Shuffleboard Courts
- Boat Slips
- Fishing Pier
- Fitness Center
- On-Site Management
- Paved Roads
- Off-Street Parking



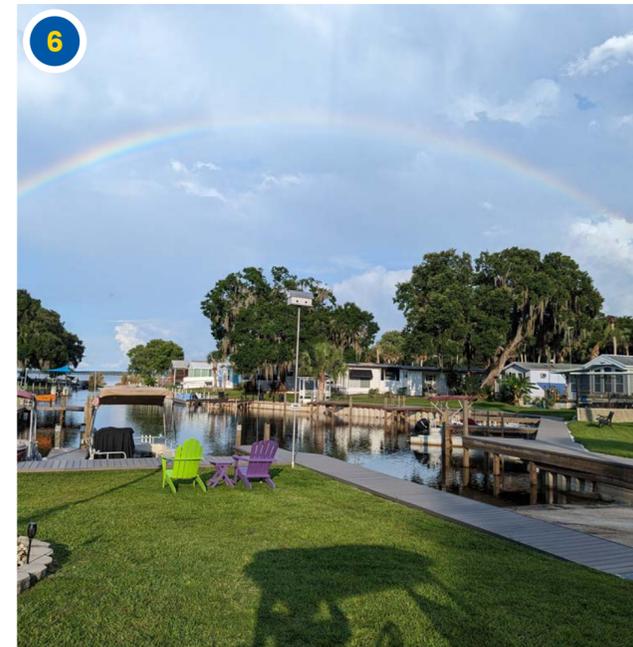
Property Photos →

DRONE VIEW 1
STREET VIEW 5

STREET VIEW 2
STREET VIEW 6

STREET VIEW 3
STREET VIEW 7

STREET VIEW 4
STREET VIEW 8



#02099721 | YALE REALTY & CAPITAL ADVISORS



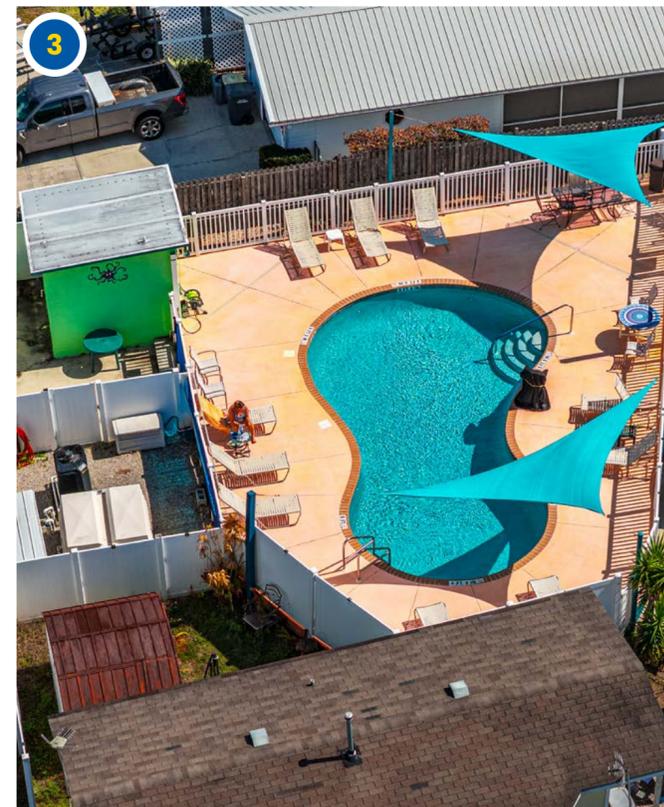
Amenity Photos →

LAUNDRY FACILITIES 1
DOCK & FISHING STATION 5

CLUBHOUSE 2
CLUBHOUSE 6

SWIMMING POOL 3
FITNESS CENTER 7

MAINTENANCE SHED 4
MAILBOX CENTER 8



#0209721 | YALE REALTY & CAPITAL ADVISORS



Purchase Overview →

PURCHASE OVERVIEW

TARGET PRICE	\$10,250,000
Home Inventory Price	\$70,000
COMMUNITY PRICE	\$10,180,000
Down Payment	\$3,530,000
Rate Buy Down Fee	\$133,000
Net Loan Proceeds	\$6,517,000
PER SITE OVERVIEW	
Purchase Price Per Site	\$81,450 - \$101,800
Revenue Per Site	\$8,600 - \$10,750
Expense Per Site	(\$3,900 - \$4,900)
DISPOSITION ASSUMPTIONS	
Exit Capitalization Rate	5.75%
Projected Selling Expenses	3.00%

FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
EFFECTIVE GROSS INCOME	1,072,626	1,194,312	1,316,427
Less: Operating Expenses	(489,604)	(543,013)	(578,166)
Operating Expenses Ratio	45.6%	45.5%	43.9%
NET OPERATING INCOME	583,023	651,299	738,261
Less: Annual Debt Service	(415,625)	(415,625)	(415,625)
Debt Coverage Ratio	1.40	1.57	1.78
NET CASH FLOW	167,398	235,674	322,636
Cap. Rate on Cost*	5.65%	6.32%	7.16%
Exit Cap. Rate Assumption	5.75%	5.75%	5.75%
Economic Occupancy %	97.8%	99.0%	99.0%
Gross Rent Multiplier	9.5	9.5	9.8
CASH ON CASH RETURN*	4.6%	6.4%	8.8%
INTERNAL RATE OF RETURN (IRR)*	N/A	10.9%	14.9%

*Return calculation is based on the Community Value

Proposed Financing Overview →

PROPOSED FINANCING OVERVIEW

Total Equity Contribution	\$3,733,000
LOAN AMOUNT	\$6,650,000
Loan to Value	64%
Interest Rate	6.25%
Amortization	30 Years
Interest Only Period	5 Years
Loan Term	5 Years
Interest Only Payment	\$34,635
Amortization Payment	\$40,945
Financing Type	CMBS with 2pt. Buy Down
Quote Date	February 18, 2026



1ST YEAR CAP RATE

5.7%



PRICE/SITE

\$81,450 - \$101,800



INTEREST RATE

6.25%



LOAN TERM

5 Years



FINANCING TYPE

CMBS with 2pt. Buy Down



Pro Forma Growth Assumptions →

START DATE & HOLD PERIOD	<ul style="list-style-type: none"> - Pro Forma Start Date: 7/1/2026 - Projected Hold Period: 5+ Years 				
RENTAL REVENUE GROWTH	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Rent Increase Schedule	-	5%	5%	5%	5%
LEASE UP	- Budgeted for the 6 vacant homes sold or rented by closing and for 3 sites leased in year 1.				
GLOBAL OTHER INCOME GROWTH	- Global other income growth of 5% per year				
OFF-SITE MANAGEMENT FEES	- Budgeted to remain at 4.0% of EGI				
GLOBAL EXPENSE GROWTH	- Global expense growth of 3% per year				
REAL ESTATE TAXES	<ul style="list-style-type: none"> - Tax Reassessment Value: Budgeted for the taxable value to increase by 40%. This assumes a 30% allocation to leases and goodwill. In addition, we assume 80% of the real property value will become the new assessment value. - Tax Reassessment Liability: We project an increase in the taxes in year 2 of the hold period. Based on the current millage rate, we assume the property will be increased by ~\$20k. 				
DISPOSITION ASSUMPTIONS	<ul style="list-style-type: none"> - Exit Capitalization Rate: 5.75% - Selling Expenses: 3.00% 				

PROPOSED FINANCING OVERVIEW

INTEREST RATE	LOAN AMOUNT	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE
6.25%	\$6,650,000	30 Years	5 Years	5 Years	CMBS with 2pt. Buy Down

5 Year Pro Forma →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Potential Rental Income	868,728	868,728	911,076	956,256	1,002,852
Rental Rate Increase		39,216	41,832	43,140	45,756
Lease Up	53,010	66,744	70,092	73,548	77,220
LESS: TURNOVER & COLLECTIONS FACTOR	(8,417)	(8,946)	(9,398)	(9,864)	(10,358)
LESS: VACANCY	(63,612)	(63,612)	(66,744)	(70,092)	(73,548)
LESS: INVENTORY PREMIUM	(16,464)	(16,464)	(16,464)	(16,464)	(16,464)
Other Income	239,381	251,350	263,918	277,113	290,969
EFFECTIVE GROSS INCOME	1,072,626	1,137,016	1,194,312	1,253,638	1,316,427
EXPENSES					
Advertising	2,500	2,575	2,652	2,732	2,814
Cable, Phone, Internet	26,500	27,295	28,114	28,957	29,826
Electric	57,500	59,225	61,002	62,832	64,717
General & Administrative	7,075	7,287	7,506	7,731	7,963
General & Administrative - CC Fees	2,350	2,491	2,617	2,747	2,884
Insurance	45,000	46,350	47,741	49,173	50,648
Licenses & Permits	3,725	3,837	3,952	4,070	4,193
Meals, Travel, & Entertainment	1,000	1,030	1,061	1,093	1,126
Off-Site Management Fees @ 4.0%	42,905	45,481	47,772	50,146	52,657
Payroll Expense	78,100	80,443	82,856	85,342	87,902
Professional Fees	3,000	3,090	3,183	3,278	3,377
Propane	1,225	1,262	1,300	1,339	1,379
Real Estate Taxes	53,223	54,820	56,464	58,158	59,903
Real Estate Taxes - Non-Ad Valorem	14,876	15,322	15,782	16,255	16,743
Real Estate Taxes Reassessment		20,596	21,214	21,850	22,506
Repairs & Maintenance	24,050	24,772	25,515	26,280	27,068
Replacement Reserves	11,900	12,257	12,625	13,003	13,394
Tenant Relations	1,600	1,648	1,697	1,748	1,801
Trash	15,500	15,965	16,444	16,937	17,445
Water & Sewer	97,575	100,502	103,517	106,623	109,822
TOTAL EXPENSES	489,604	526,247	543,013	560,294	578,166
NET OPERATING INCOME	583,023	610,769	651,299	693,343	738,261
LESS: ANNUAL DEBT SERVICE	(415,625)	(415,625)	(415,625)	(415,625)	(415,625)
NET CASH FLOW	167,398	195,144	235,674	277,718	322,636



Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	833,245	885,666	930,394	976,524	1,025,458
Other Income	239,381	251,350	263,918	277,113	290,969
EFFECTIVE GROSS INCOME	1,072,626	1,137,016	1,194,312	1,253,638	1,316,427
Less: Operating Expenses	(489,604)	(526,247)	(543,013)	(560,294)	(578,166)
Operating Expense Ratio	45.6%	46.3%	45.5%	44.7%	43.9%
NET OPERATING INCOME	583,023	610,769	651,299	693,343	738,261
Less: Annual Debt Service	(415,625)	(415,625)	(415,625)	(415,625)	(415,625)
NET CASH FLOW	167,398	195,144	235,674	277,718	322,636
PROPERTY RESALE ANALYSIS					
Projected Sales Price	10,139,522	10,622,070	11,326,941	12,058,144	12,839,330
Less: Selling Expenses	(304,186)	(318,662)	(339,808)	(361,744)	(385,180)
Less: Loan Balance	(6,650,000)	(6,650,000)	(6,650,000)	(6,650,000)	(6,650,000)
NET SALE PROCEEDS	3,185,337	3,653,408	4,337,133	5,046,400	5,804,150
CASH SUMMARY					
Net Cash Flow	167,398	195,144	235,674	277,718	322,636
Previous Years Net Cash Flow		167,398	362,542	598,216	875,934
Net Sale Proceeds	3,185,337	3,653,408	4,337,133	5,046,400	5,804,150
Interest Rate Buy Down Cost	(133,000)				
Original Investment	(3,530,000)	(3,663,000)	(3,663,000)	(3,663,000)	(3,663,000)
TOTAL CASH GENERATED	(310,266)	352,949	1,272,348	2,259,334	3,339,721
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost*	5.7%	5.9%	6.3%	6.7%	7.2%
Exit Cap. Rate Assumption	5.8%	5.8%	5.8%	5.8%	5.8%
Loan Constant	6.3%	6.3%	6.3%	6.3%	6.3%
Debt Coverage Ratio	1.40	1.47	1.57	1.67	1.78
Loan to Value Ratio*	66%	63%	59%	55%	52%
Debt Yield	8.8%	9.2%	9.8%	10.4%	11.1%
Gross Rent Multiplier	9.5	9.3	9.5	9.6	9.8
Cash on Cash Return*	4.6%	5.3%	6.4%	7.6%	8.8%
Internal Rate of Return (IRR)*	N/A	4.8%	10.9%	13.5%	14.9%

*Return calculation is based on the Community Value





Realty & Capital Advisors

What Sets Us Apart

710+ COMMUNITIES



THE ONLY TRUE NATIONWIDE TEAM

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

121,780+ SITES



YALE SELLERS NET 10-20% MORE

We have a proven track record of netting sellers 10-20% more in proceeds when compared to selling direct.

\$7.04B+ PRODUCTION



TAILORED LENDING OPTIONS

Offering clients the lowest rates and fees while providing the optimal loan terms. In addition, our borrowers benefit from a 99% application to closing ratio.



FULL SERVICE SHOP

Access to our exclusive network of 4,000+ pre-qualified buyers and 200+ specialized lenders and an Equity Division that establishes partnerships between operators and capital.



ALSO AWARDED IN 2021, 2019 & 2018

Meet the Award-Winning Team

The First True Nationwide MH & RV Advisory

REALTY

- WESTERN US: DAN COOK (818-474-1031)
- UPPER MIDWEST: KEN SCHEFLER (312-858-8906)
- MIDWEST: JAMES MCCAUGHAN (305-588-5302)
- MID-ATLANTIC: HARRISON BELL (985-373-3472)
- TEXAS: DANA SMITH (303-323-5649)
- TEXAS LEAD: ALEXIS THRELKELD (214-281-8132)
- SOUTHEAST: CHARLES CASTELLANO (305-978-0769)
- FLORIDA & NATIONAL: JAMES COOK (886-623-4623)
- NEW ENGLAND: MIKE NORMANDEAU (207-245-7710)

CAPITAL

- LENDING PRESIDENT: CHRIS SAN JOSE (305-760-9060)
- LENDING VICE PRESIDENT: GREG RAMSEY (904-864-3978)
- EQUITY CAPITAL MARKETS: JAKE LEVIN (917-847-2304)

DEVELOPMENT

- LAND SALES & DEVELOPMENT: MITCH GONZALEZ (734-447-6952)

#02099721 | YALE REALTY & CAPITAL ADVISORS



YALE CAPITAL



CHRIS SAN JOSE
President of Lending
Chris@yleadvisors.com



GREG RAMSEY
Vice President of Lending
Greg@yleadvisors.com



JAKE LEVIN
Director of Equity Capital Markets
Jake@yleadvisors.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 CMBS

- 10 to 30 Year Terms
- 30 Year AM, up to Full Term Interest-Only
- Up to 80% LTV
- Non-Recourse
- 5 to 10 Year Terms
- 30 Year AM, up to Full-Term Interest-Only
- Up to 80% LTC
- Non-Recourse

Bank Loans

- 5 to 10 Year Terms
- Up to 30 Year AM, Partial Interest-Only
- Up to 80% LTC
- Recourse or Partial Recourse

Bridge Loans

- 2 to 4 Year Terms
- Interest-Only
- Up to 80% LTC Including Cap-Ex
- 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

#0209721 | YALE REALTY & CAPITAL ADVISORS

YALE TRANSACTION MANAGEMENT & MARKETING



SILÓ ALCANTARA
Senior Analyst
Silo@yleadvisors.com



GRANT HAWKINS
Analyst
GHawkins@yleadvisors.com



JOE BONO
Research Analyst
Joe@yleadvisors.com



YELEINE CAICEDO
Office Manager
Office@yleadvisors.com



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

YALEADVISORS.COM

© 2025 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.

CONNECT WITH US  /yleadvisors

Non Disclosure Agreement

Regarding Property: Offering #02099721 – 100-125 Site Hybrid MH/Long Term RV Resort in Greater Haines City–Sebring, FL Region

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 James Cook (or any party designated by James Cook) (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

[» Click Here to Sign Electronic NDA](#)