

Marcus & Millichap

Real Estate Investment Services

77 SPACES
ORANGE GROVE MOBILE HOME
PARK
1600 Celis Street
San Fernando, CA 91340



INVESTMENT HIGHLIGHTS

- ◆ 77 Space, All Age Community in Los Angeles County
- ◆ 100 Percent Occupied - One Space Imputed for Vacancy Reserve
- ◆ No Rent Control
- ◆ All City Utility Services - All Sub-Metered or Passed Through to the Residents
- ◆ High Historical Occupancy - Strong Demand Affordable Housing
- ◆ No Park Owned Homes - Except the Manager's DW at Site #78
- ◆ Close to Freeway, Employment, Schools, Shopping and Recreational Amenities
- ◆ Seasoned, Capable On-Site Management

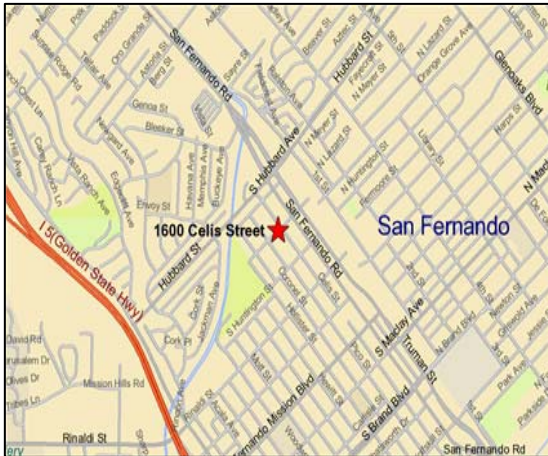
OFFERING SUMMARY

Price	\$4,100,000
Down Payment	(39%) \$1,600,000
Loan Amount	\$2,500,000
Loan Type	Assumption
Interest Rate/Amortization	5.730%/30 Years
Spaces	77
Price Per Space	\$53,247
Year Built	1949
Lot Size	3.47 Acres
Cap Rate - Current	7.08%
Cap Rate - Pro Forma	7.66%
GRM - Current	9.35
GRM - Pro Forma	8.87
Net Cash Flow After Debt Service - Current	6.57%
Net Cash Flow After Debt Service - Pro Forma	8.05%
Total Return - Current	8.59%
Total Return - Pro Forma	10.07%



Listed by:

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INVESTMENT OVERVIEW

Orange Grove Mobile Home Park is a 77 space, all age community located in San Fernando, California. The property is comprised of mostly travel trailers and RV's with a few single and one double wide home. The park was constructed in 1949 and is situated on two separate parcels totaling 3.47 acres. The subject is currently 100 percent occupied with only one vacant site imputed as the vacancy reserve. The property is HCD permitted for 76 mobile home sites with drains. There is one non-permitted site.

The property consists of mostly single wide home sites. The current average space rent is \$474 per month. There is no great discernible difference among the rent comparables in the area when comparing different size spaces. The projected rent level of \$500 is an average for all mobile home spaces surveyed in the competing communities consistent with the subject property. The proforma market rent was established by interviewing the managers of rent comparable properties.

The park rent does not include any utility expenses in the site rent. The residents pay for their water, sewer, trash, gas, electric, telephone and cable television expense. Each space in the park is individually sub-metered for electricity, gas and water.

SPACE MIX

No. of Spaces	Space Type	Current Rents	Monthly Income	Pro Forma Rents	Monthly Income
2	SingleWide	\$452	\$904	\$500	\$1,000
53	SingleWide	\$467	\$24,751	\$500	\$26,500
5	SingleWide	\$475	\$2,375	\$500	\$2,500
16	SingleWide	\$500	\$8,000	\$500	\$8,000
1	DoubleWide (Manager)	\$500	\$500	\$500	\$500
77	Total		\$36,530		\$38,500

OPERATING DATA

	Current	Pro Forma
INCOME		
Gross Potential Rent	\$438,360	\$462,000
Other Income	61,400	61,400
Gross Potential Income	\$499,760	\$523,400
Less: Vacancy/Deductions	1.4% 6,000	1.3% 6,000
Effective Gross Income	\$493,760	\$517,400
Less: Expenses	203,446	203,446
Net Operating Income	\$290,314	\$313,954
Debt Service	185,160	185,160
Debt Coverage Ratio	1.57	1.70
Net Cash Flow After Debt Service	6.6% \$105,154	8.0% \$128,794
Principal Reduction	32,280	32,280
Total Return	8.6% \$137,434	10.1% \$161,074

EXPENSES

Real Estate Taxes	\$61,861	\$61,861
Insurance	6,085	6,085
On-Site Management	24,000	24,000
Manager's Rent Credit	6,000	6,000
Gas	4,500	4,500
Electric	23,000	23,000
Water	5,000	5,000
Trash	7,000	7,000
Sewer	8,500	8,500
Telephone	2,000	2,000
Total Utilities	50,000	50,000
Repairs & Maintenance	25,000	25,000
General & Administrative	1,100	1,100
Reserves & Replacements	7,700	7,700
Accounting	2,200	2,200
Total Other Expenses	19,500	19,500
Total Expenses	\$203,446	\$203,446
Expenses per Space	\$2,642	\$2,642
% of EGI	41.2%	39.3%



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