

# Marcus & Millichap

Real Estate Investment Services

**30 SPACES**  
**TELSTAR MOBILE HOME PARK**  
**343 East Avenue Q**  
**Palmdale, CA 93550**

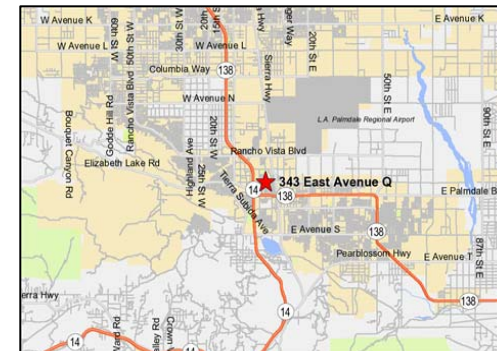


## INVESTMENT HIGHLIGHTS

- ◆ Two-Star, All Age Community
- ◆ 18 RV Size Sites and 12 MH Sites. 30 MH Lots with Drains
- ◆ All City Services - Submetered Utilities Except Water
- ◆ 87% Occupied. No Rent Control
- ◆ Manager's Home (#1) Included in the Sales Price - Valued at \$20,000
- ◆ Mature Tree Canopy
- ◆ Seller May Consider Offering Financing to a Qualified Buyer

## OFFERING SUMMARY

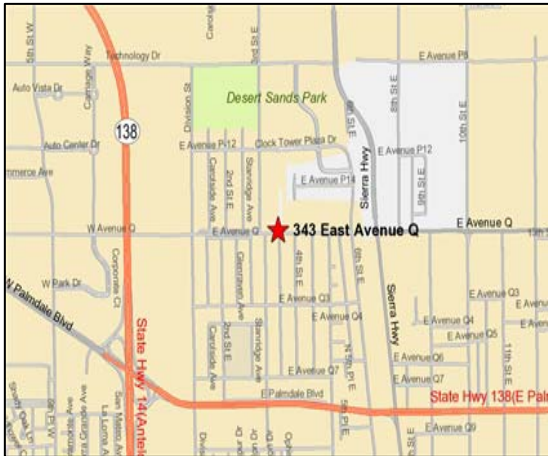
Price	\$850,000
Down Payment	(52%) \$445,000
Loan Amount	\$405,000
Loan Type	Assumption
Interest Rate/Amortization	6.625%/30 Years
Spaces	30
Price Per Space	\$28,333
Year Built	1958 / 1962
Lot Size	85,813 / 1.97 Acres
Cap Rate - Current	8.17%
Cap Rate - Pro Forma	9.88%
GRM - Current	6.13
GRM - Pro Forma	5.91
Net Cash Flow After Debt Service - Current	8.61%
Net Cash Flow After Debt Service - Pro Forma	11.88%
Total Return - Current	9.60%
Total Return - Pro Forma	12.88%



Listed by:

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## 343 EAST AVENUE Q • PALMDALE, CA 93550



### INVESTMENT OVERVIEW

The Telstar Mobile Park is a 30 site mobile home community located in the unincorporated Los Angeles County portion of Palmdale, California. This non-rent controlled park is composed of 30 mobile home sites occupied by permanent residents, 12 sites have mobile homes and 18 sites have park models, travel trailers and RV's. All of the sites have all city services. Built in 1958 / 1962, the park sits on 1.97 acres and has a density of 15.23 sites per acre.

Telstar is currently 87 percent occupied and there is one park owned, double wide home for the onsite manager. The manager's home on site #1 is included in the sale price and valued at \$20,000. This home is 24' x 48' and is a 1970 Hemite. There is a park model on site #9 for sale or rent at this time by the Seller. Any cash proceeds, if this home sells, will be retained by the Seller and any note carried by the Seller will be sold to the Buyer at a mutually agreeable discount.

The gas and electric are submetered and the residents pay for trash and sewer. The water is included in the rent and 12 of the homes have natural gas connections. The road surfaces are asphalt and are in good shape. There is no cement curbing or gutter and the drainage appears to be surface from north to south to the city street.

### SPACE MIX

No. of Spaces	Space Type	Current Rents	Monthly Income	Pro Forma Rents	Monthly Income
11	SingleWide	\$360-\$390	\$4,223	\$375-\$405	\$4,388
16	RV	\$347-\$390	\$6,149	\$362-\$405	\$6,389
2	RV ParkModel	\$390	\$780	\$405	\$810
1	SingleWide Manager	\$400	\$400	\$400	\$400
<b>30</b>	<b>Total</b>		<b>\$11,552</b>		<b>\$11,987</b>

### OPERATING DATA

	Current	Pro Forma
<b>INCOME</b>		
Gross Potential Rent	\$138,624	\$143,844
Other Income	31,900	31,900
Gross Potential Income	\$170,524	\$175,744
Less: Vacancy/Deductions	13.5% 18,720	6.5% 9,360
Effective Gross Income	\$151,804	\$166,384
Less: Expenses	82,381	82,381
Net Operating Income	\$69,423	\$84,003
Debt Service	31,119	31,119
Debt Coverage Ratio	2.23	2.70
Net Cash Flow After Debt Service	8.6% \$38,304	11.9% \$52,884
Principal Reduction	4,420	4,420
Total Return	9.6% \$42,724	12.9% \$57,304

### EXPENSES

Real Estate Taxes	\$17,975	\$17,975
Insurance	2,850	2,850
Payroll	12,250	12,250
Payroll Cost/Workers Comp	2,840	2,840
Gas	2,400	2,400
Electric	13,000	13,000
Water	3,400	3,400
Trash	4,300	4,300
Total Utilities	23,100	23,100
Repairs & Maintenance	6,500	6,500
Marketing & Promotion	600	600
Reserves & Replacements	3,000	3,000
Accounting	500	500
Bank Service Charges	100	100
Billing Service	700	700
Total Other Expenses	11,966	11,966
<b>Total Expenses</b>	<b>\$82,381</b>	<b>\$82,381</b>
Expenses per Space	\$2,746	\$2,746
% of EGI	54.3%	49.5%



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