

*Analysis of:*

Wind River Court  
Mobile Home Park  
Carson, Washington

Prepared for:  
Potential Purchasers

Prepared by:

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Principal Broker



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**Wind River Court Mobile Home Park  
Plus commercial lot  
1281 Metzger Rd.  
Carson, Washington 98610  
Executive Summary**

**Please don't disturb tenants or managers!**

Asking Price: The mobile homes are to be sold separately, but must be purchased by the buyer at the same time as the park at a value of approximately \$60,000.

For the park & lot only:	\$ 575,000
For mobile homes:	\$ 60,000
<b>Total Purchase price:</b>	<b>\$ 635,000</b>

Financing: The existing loan on the park may be assumable; a first trust deed in the amount of \$266,000 with 9% interest, and a second of \$105,000 with 6% interest. Total estimated down payment required from the buyer is approximately \$289,000 if the existing financing is assumed.

We have a lending source that has already been provided with the park financials and is ready to make a new loan of up to 70% LTV, 6-7% interest rate, 25 year amortization, 5 year call.

Income/Expenses:	Estimated 2010 effective income is	\$ 103,599
	Estimated 2010 expenses are	\$ 31,683
	<b>Net Operating Income</b>	<b>\$ 71,916</b>

The park consists of 18 mobile home pads, 17 park owned single wide mobile homes, 1 park owned double wide, and a duplex apartment. The park is 100% occupied. Price also includes a 200' x 125" vacant corner lot with X' of frontage on Wind River Hwy, zoned commercial, with prior city approval for a used car dealership.

Cap Rate: Current proforma is 12.51 %. Current rents on the two rental apartments are \$625 & \$375 per month. Pad rent is \$300 per month for single wide and \$400 per month for one double wide pad. Mobile home rents are additional; please refer to the rent roll for current home rents.

## Property

Description: Wind River Court Mobile Home Park, in Carson, Washington, is a well maintained older manufactured home community, with city water, septic systems with approximately 50% recently upgraded, cable TV, gas & electricity on site, with scheduled rents of \$300.00 per month per pad for 17 single wide and \$400 per month for the double wide space. Home rents vary, and are in addition to the pad rents (see attached rent roll). Rents include utilities with the exception of cable TV. All homes in the park have skirting.

The current owners have invested lots of time and money to increase the park's "curb appeal". There are a number of mature trees on the grounds. The park has a gravel drive, and it is in good condition. Many homes have been upgraded, with new paint, carpet and vinyl, and the park has new fencing & signage. The duplex has a new roof, gutters, and paint inside & outside. The laundry room has been renovated, and laundry machines are leased from McGrey and are brand new. The duplex has been refurbished in the past 2 months.

Carson is located 50 miles east of Portland, Oregon & Vancouver, Washington, and is an easy commute, accessible via Interstate 84 or Washington highway 14. It is approximately 5 miles to Stevenson, the Skamania county seat.

Carson is a rural community of 2,751 (as of Jan, 2009) in Skamania County. It is very affordable, with a cost of living at 91% of the national median. Household income is estimated at \$41,328. The area has grown nearly 13 percent since the 2000 census.

Feel free to call the listing broker, Randy Smith for further details, or to answer questions you may have. He can be reached at: (503) 242-0033, or on his cell phone: (503) 320-3030 or via email: [randysmith@westernequities.com](mailto:randysmith@westernequities.com).

## *Annual Property Operating Data*

### *Wind River Court Mobile Home Park*

Purpose Name Location Property Type Date Units	Proposed sale Wind River Court Mobile Home Park Carson, Washington Manufactured Home Park 3 October 2010 20	Price -Loans Down Payment +Acq Costs +Loan Points Investment	\$575,000 0 575,000 0 0 575,000
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	\$/Unit	% of GI	Annual \$
<b>Gross Income</b>	\$5,451	100.0%	\$109,020
- Vacancy & Credit Loss	271	5.0%	5,421
<b>Effective Income</b>	\$5,180	95.0%	\$103,599
Less: Operating Expenses			
Insurance	108	2.0%	2,160
Property Taxes 2009	265	4.9%	5,300
Manager Salary	210	3.9%	4,200
Repairs & Maintenance @ 7%	378	6.9%	7,568
Supplies/Dues/Legal	29	0.5%	575
Garbage Annualized	220	4.0%	4,404
Electric Annualized	274	5.0%	5,484
Water Annualized	100	1.8%	1,992
Total Operating Expenses	\$1,584	29.1%	\$31,683
<b>Net Operating Income</b>	\$3,596	66.0%	\$71,916
Less: Debt Service	0	0.0%	0
<b>Cash Flow Before Taxes</b>	\$3,596	66.0%	\$71,916

Capitalization Rate	12.51%
Gross Income Multiplier	5.27
Cash on Cash	12.51%
Price/Unit	\$28,750

The data and calculations presented herein, while not guaranteed, have been obtained from sources we believe to be reliable, primarily from the seller. Potential purchasers must verify all information regarding this property independently, and are urged to obtain the advice of qualified accounting, legal, and 1031 tax-deferred exchange professionals.

# *Analysis Assumptions Report*

## *Wind River Court Mobile Home Park*

### **Investment Assumptions**

Price of Property	\$575,000.00
Date of Acquisition	1 January 2011
Holding Period	5 Years
Inflation Rate	3% per Year
Sale Price Method	8% Capitalization of NOI on Sale Date
Selling Costs	4.5%

### **Investor's Assumptions**

Present Value Discount Rate	8% per Year
Tax Rate - First Year	28%
Tax Rate - Following Years	28%
Capital Gain Rate	15%
Cost Recovery Recapture Rate	25% - Losses Carried Forward

### **Estimated Depreciation Assumptions**

Depreciable Amount	\$300,000.00
Depreciable Life	15 Years
Depreciation Method	150% Declining Balance
Recapture Method	Excess Over Straight Line
Depreciation Start Date	at Acquisition

### **Current Rents Annualized Revenue Assumptions**

Annual Revenue	\$108,420.00
Revenue Start Date	at Acquisition
Revenue Period	Until Projected Sale
Revenue Growth Method	Annual at the Inflation Rate
Vacancy Factor	5%

### **Laundry Revenue Assumptions**

Annual Revenue	\$600.00
Revenue Start Date	at Acquisition
Revenue Period	Until Projected Sale
Revenue Growth Method	Annual at the Inflation Rate

### **Insurance Expense Assumptions**

Annual Expense	\$2,160.00
Expense Start Date	at Acquisition
Expense Period	Until Projected Sale
Expense Growth Method	Annual at the Inflation Rate

### **Property Taxes 2009 Expense Assumptions**

Annual Expense	\$5,300.00
Expense Start Date	at Acquisition
Expense Period	Until Projected Sale
Expense Growth Method	Annual at the Inflation Rate

# ***Analysis Assumptions Report***

## ***Wind River Court Mobile Home Park***

### **Manager Salary Expense Assumptions**

Annual Expense (1 Units @ \$350.00/Unit/Month)	\$4,200.00
Expense Start Date	at Acquisition
Expense Period	Until Projected Sale
Expense Growth Method	Annual at the Inflation Rate

### **Repairs & Maintenance @ 7% Expense Assumptions**

Annual Expense	\$7,568.00
Expense Start Date	at Acquisition
Expense Period	Until Projected Sale
Expense Growth Method	Annual at the Inflation Rate

### **Supplies/Dues/Legal Expense Assumptions**

Annual Expense	\$575.00
Expense Start Date	at Acquisition
Expense Period	Until Projected Sale
Expense Growth Method	Annual at the Inflation Rate

### **Garbage Annualized Expense Assumptions**

Annual Expense	\$4,404.00
Expense Start Date	at Acquisition
Expense Period	Until Projected Sale
Expense Growth Method	Annual at the Inflation Rate

### **Electric Annualized Expense Assumptions**

Annual Expense	\$5,484.00
Expense Start Date	at Acquisition
Expense Period	Until Projected Sale
Expense Growth Method	Annual at the Inflation Rate

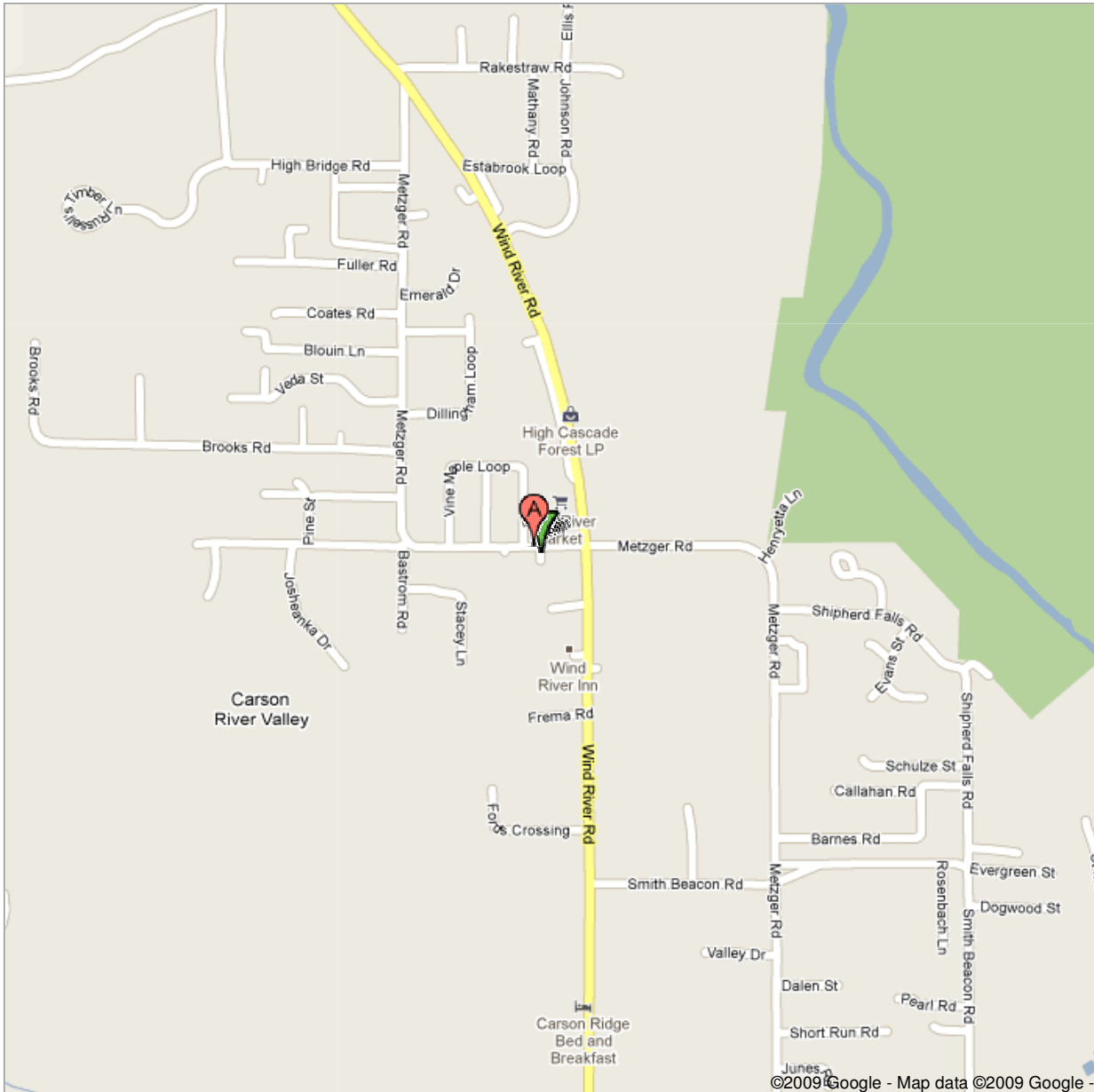
### **Water Annualized Expense Assumptions**

Annual Expense	\$1,992.00
Expense Start Date	at Acquisition
Expense Period	Until Projected Sale
Expense Growth Method	Annual at the Inflation Rate



Address **Metzger Rd**  
**Carson, WA 98610**

Notes Windriver MHP is located at 1281 Metzger Rd. The commercial lot is on the SW corner of Metzger & Wind River Hwy. The park entrance is approx. 225' from the intersector west of the lot.

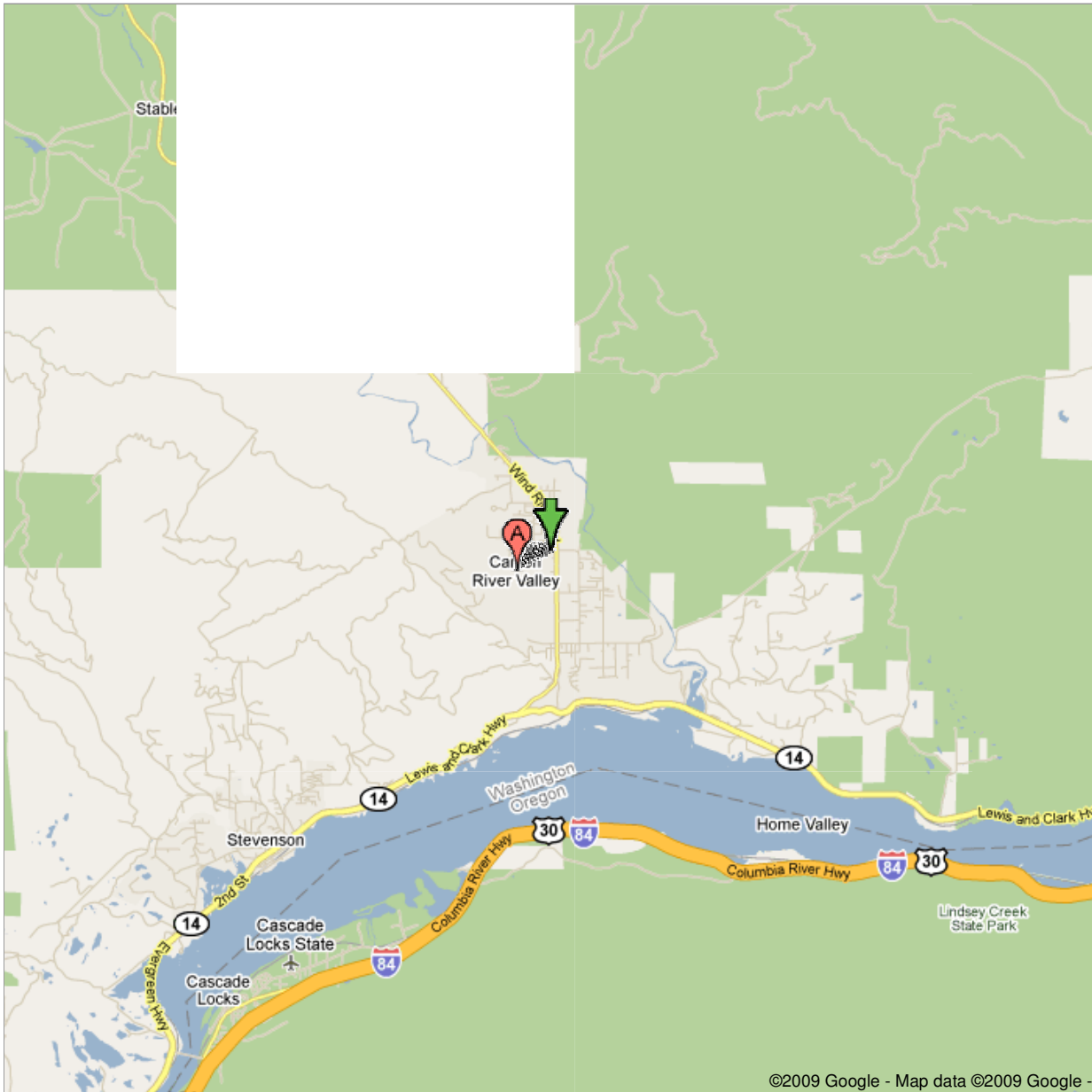




Address **Carson River Valley, WA**

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