



Rawlins &  
Saratoga,  
Wyoming

# WYOMING FIVE MHC PORTFOLIO


3 STARS | 200-250 SITES | #06506423 | 10/16/25

~~\$18,500,000~~

 **\$15,500,000**

REDUCED TARGET PRICE

Skip to NDA 



*Ken presented a well conceived plan to reach the market. He sought specific buyers who not only showed great interest but had the capability to understand our product and more importantly close the deal. It happened just the way he predicted and now I'm a satisfied client thinking how fortunate I was to meet Ken.*

Robert S. - Owner

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# Presented by



**KEN SCHEFLER**  
Director - Upper Midwest

Ken@yleadvisors.com  
312-858-8906

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# Portfolio Discussion

## The Opportunity

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Yale Realty and Capital Advisors are pleased to present the exclusive opportunity to acquire a five-park, 200+ site manufactured home portfolio located primarily in Rawlins, Wyoming. This portfolio includes 150+ park-owned homes built in 2006 or newer, with 44 of them being less than five years old.

The relatively new, high-quality inventory simplifies management compared to most park-owned home portfolios. Given the proximity of the communities to each other all city utilities, investors can expect and enjoy management efficiencies and lower operating expenses. This unique opportunity allows an operator to enter a market with a portfolio and economies of scale, a rarity in the mountain states.

Value-add opportunities include bringing in homes to occupy 20 vacant sites and adding 18 more sites at one of the parks with a waiting list and water/sewer lines already in. Given the high percentage of newer park-owned homes, there is a unique opportunity to profit from purchasing homes at discounted wholesale prices and steadily selling them at a profit to create tenant-owned home communities. Alternatively, a buyer could operate as is and enjoy the additional \$850K+ in income generated by the homes each year. Additionally, the buyer has the opportunity to lease up remaining RV spaces recently made available at one of the properties. This portfolio represents a robust investment with multiple avenues to increase NOI and property values in strong and growing markets.



# Portfolio Highlights

- Opportunity to lease up 30+ spaces with demand from wind energy project
- 150+ park-owned homes 2006 or newer, 40+ homes less than five years old
- All five parks have municipal water and sewer
- Add 18 spaces at park with waiting list and water/sewer line already in
- Rare opportunity to enter market with portfolio and economies of scale



# Portfolio Markets



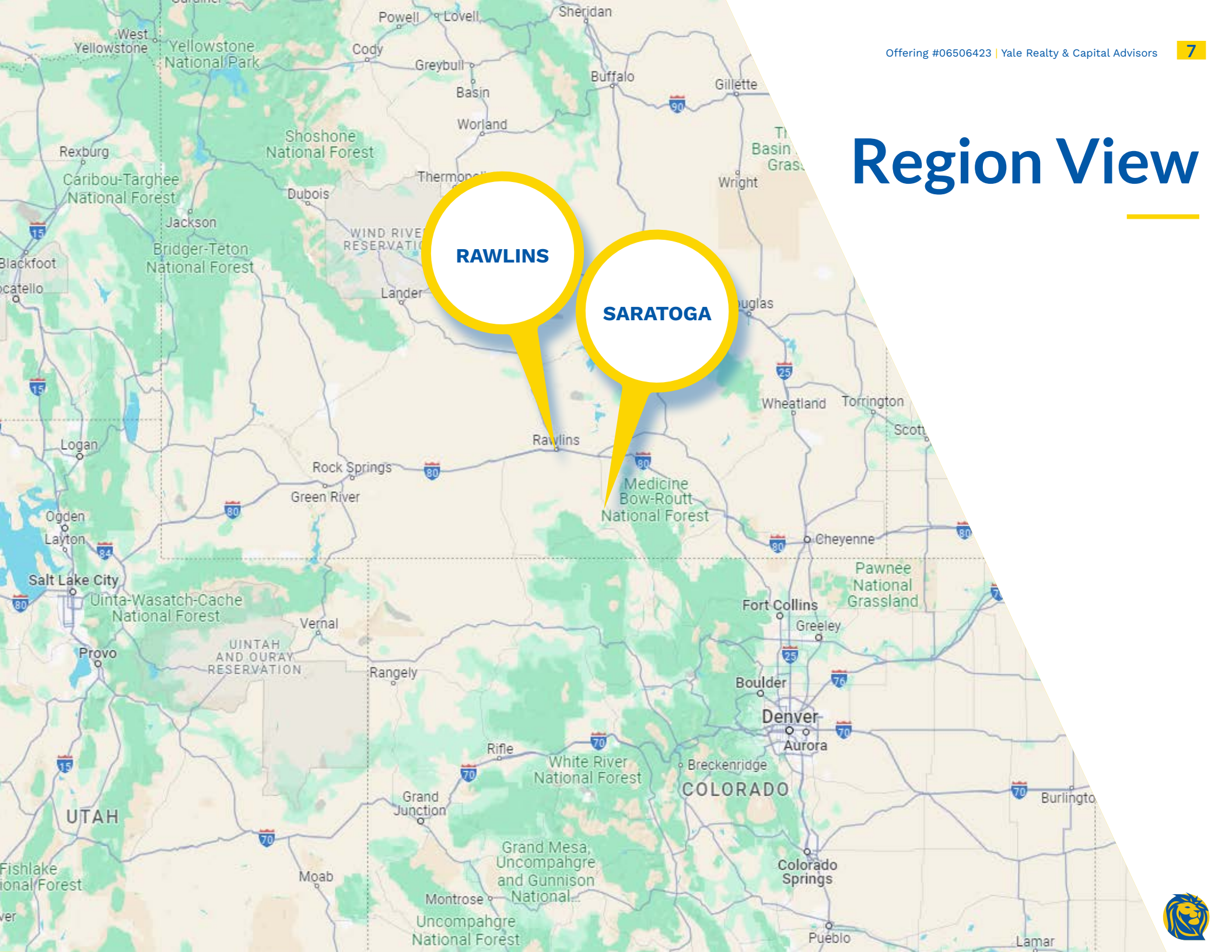
## The Markets

Rawlins, Wyoming is experiencing steady growth, driven by diverse job opportunities and a robust local economy. The city's strategic location and rich history have attracted industries like energy, manufacturing, and healthcare. Renewable energy projects, including wind farms, have created numerous jobs, contributing to a 15% increase in employment over the past year. Additionally, investments in infrastructure and community amenities have improved the quality of life, making Rawlins an appealing destination for professionals and families.

Adding to the economic growth is the construction of the recently initiated **TransWest Express**, a high-voltage electrical line that will carry wind-generated energy to California, Arizona, Utah, and Nevada. Construction on this \$5 billion project began in May 2024 and will double the wind energy production in Wyoming. The project will take several years to complete and is expected to create more than 1,000 jobs. The strong occupancy in the parks is prior to the start of this project and the influx of new jobs will add to the current demand.

One of the parks is located in Saratoga where attractions and jobs are closely tied to hunting, fishing, ranches and scores of recreational opportunities. While a small town, the average median income is \$80,000+ and demand is high at the park with a current waiting list to get in. One of main employers in the area is **Brush Creek Ranch**, a 30,000+ acre luxury ranch that offers dozens of world class amenities including a private ski mountain. The Ranch is ranked one of the top in the USA and employs several hundred people in the area. In addition, other recreation and employers include **Old Baldy Club**, a private resort with a golf course, fishing, lodging and more. **Saratoga Hot Springs**, a local resort that employs and attracts people from the surrounding areas.

# Region View



**RAWLINS**

**SARATOGA**



# Portfolio Features

## PURCHASE OVERVIEW

	Down Payment	Loan Amount	TOTALS
Community Value	\$3,647,500	\$7,222,500	\$10,870,000
Home Inventory Value	\$1,552,500	\$3,077,500	\$4,630,000
<b>TOTALS</b>	<b>\$5,200,000</b>	<b>\$10,300,000</b>	<b>\$15,500,000</b>

## PORTFOLIO OVERVIEW

Property Type	Primarily MHC
Number of Sites	200 - 250 Sites
Purchase Price Per Site*	\$43,500 - \$54,350
Income Per Site	\$9,050 - \$11,300
Expenses Per Site	(\$4,000 - \$5,000)
Acreage	45 +/- Acres

\*Based on Community Values only.

	PROPERTY #1	PROPERTY #2	PROPERTY #3	PROPERTY #4	PROPERTY #5
Property Acreage	5 +/- Acres	15-20 Acres	5 +/- Acres	10-15 Acres	2-5 Acres
Age Restriction	ALL-AGE	ALL-AGE	ALL-AGE	ALL-AGE	ALL-AGE
Flood Zone	None	None	None	None	None
Average Rent (Site + Home)	\$788	\$917	\$884	\$793	\$470

### UTILITIES

Water	City - Direct Billed	City - Included in Rent	City - Direct Billed	City - Direct Billed	City - Direct Billed
Sewer	City - Direct Billed	City - Passed Thru	City - Direct Billed	City - Direct Billed	City - Direct Billed
Trash	Curbside Pickup - Passed Thru	Curbside Pickup - Passed Thru	Curbside Pickup - Passed Thru	Curbside Pickup - Passed Thru	Curbside Pickup - Passed Thru

### AMENITIES

Office		✓		✓	
Playground		✓			
Pet Friendly	✓	✓	✓	✓	✓
Off-Street Parking	✓	✓	✓	✓	✓
Paved Roads	✓				



# Transaction Overview

## UNDERWRITING ASSUMPTIONS

Rental Rate Growth	5% 2026+
Lease Up	Property #1: 1 Home & 3 Sites in Y1. Property #2: 5 Homes in Y1, 1 Home in Y2. Property #3: 2 Homes & 3 Sites in Y1, 1 Site in Y2. Property #4: 1 Home & 4 Sites in Y1, 2 sites in Y2. Property #5: Leased 10 sites Y1 & Y2, 6 in Y3.
Other Income Growth Rate	5% Per Year
Expense Growth Rate	3% Per Year

## PROPOSED FINANCING OVERVIEW

Total Equity Contribution	\$5,200,000
<b>Loan Amount</b>	<b>\$10,300,000</b>
Loan to Value	66%
Interest Rate	7.50%
Amortization	30 Years
Interest Only Period	3 Years
Loan Term	5 Years
Interest Only Payment	\$64,375
Amortization Payment	\$72,019
Financing Type	Bank - Recourse

## FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
<b>Effective Gross Income</b>	<b>2,263,958</b>	<b>2,722,953</b>	<b>3,032,574</b>
Less: Operating Expenses	(1,004,109)	(1,137,969)	(1,219,939)
Operating Expenses Ratio	44.4%	41.8%	40.2%
<b>Net Operating Income</b>	<b>1,259,848</b>	<b>1,584,984</b>	<b>1,812,635</b>
Less: Annual Debt Service	(772,500)	(772,500)	(864,229)
Debt Coverage Ratio	1.63	2.05	2.10
<b>Net Cash Flow</b>	<b>487,348</b>	<b>812,484</b>	<b>948,406</b>
Cap. Rate on Cost	8.13%	10.23%	11.69%
Exit Cap. Rate Assumption	9.00%	9.00%	9.00%
Economic Occupancy %	90.7%	99.2%	100.0%
Gross Income Multiplier	6.8	6.5	6.6
<b>Cash on Cash Return</b>	<b>9.4%</b>	<b>15.6%</b>	<b>18.2%</b>
<b>Internal Rate of Return (IRR)</b>	<b>N/A</b>	<b>20.5%</b>	<b>23.7%</b>

\*Includes Site Rent & POH Rent Operations.



# Property #1 Photos

STREET VIEW



DRONE VIEW



DRONE VIEW



STREET VIEW



DRONE VIEW



DRONE VIEW



# Property #1 Photos

STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



# Property #2 Photos

DRONE VIEW



STREET VIEW



DRONE VIEW



DRONE VIEW



STREET VIEW



DRONE VIEW



# Property #2 Photos

STREET VIEW



PLAYGROUND



STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



# Property #3 Photos

STREET VIEW



DRONE VIEW



DRONE VIEW



DRONE VIEW



STREET VIEW



STREET VIEW



# Property #3 Photos

STREET VIEW



HOME VIEW



STREET VIEW



STREET VIEW



STREET VIEW



STREET VIEW



# Property #4 Photos

STREET VIEW



HOME VIEW



DRONE VIEW



DRONE VIEW



STREET VIEW



STREET VIEW



# Property #4 Photos

STREET VIEW



STREET VIEW



STREET VIEW



HOME VIEW



STREET VIEW



HOME VIEW



# Property #5 Photos

STREET VIEW



HOME VIEW



YARD VIEW



STREET VIEW



STREET VIEW



STREET VIEW



# Property #5 Photos

STREET VIEW



STREET VIEW



STREET VIEW



HOME VIEW



STREET VIEW



STREET VIEW



# Pro Forma Growth Assumptions

## Start Date & Hold Period

- **Pro Forma Start Date:** 9/1/2025
- **Projected Hold Period:** 5+ Years

## Rental Revenue Growth

Rent Increase (%)	Year 1*	Year 2	Year 3	Year 4	Year 5
Actual Rent Increase	5%	5.0%	5.0%	5.0%	5.0%
Effective Rent Increase	3.3%	5.0%	5.0%	5.0%	5.0%

\*Due to PF Start Date 9/1/25, captured 8 months of 2026's increase in Y1.

## Lease Up

	Year 1	Year 2	Year 3	Year 4	Year 5
Property #1	4	-	-	-	-
Property #2	5	1	-	-	-
Property #3	5	1	-	-	-
Property #4	5	2	-	-	-
Property #5	10	10	6	-	-

## Lease Up Operational Expense

- Budgeted at 15% of Lease Up Income.

## Global Other Income Growth

- Global other income growth of 5% per year

## Global Expense Growth

- Global expense growth of 3% per year

## Real Estate Taxes

- **Tax Reassessment Liability:** We estimate taxes will increase by ~\$24K in year 2 of ownership.

## Disposition Assumptions

- **Exit Capitalization Rate:** 9.00%
- **Selling Expenses:** 3.00%

## PROPOSED FINANCING OVERVIEW

Interest Rate	Loan Amount	Amortization	Interest Only Period	Loan Term	Financing Type
7.50%	\$10,300,000	30 Years	3 Years	5 Years	Bank - Recourse



# 5 Year Pro Forma

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>INCOME</b>					
Potential Rental Income	2,242,308	2,319,708	2,439,864	2,566,656	2,698,908
Rent Increase Income	64,656	100,560	105,948	110,544	116,244
Lease Up	91,649	242,312	327,717	369,732	392,448
Less: Vacancy	(294,840)	(307,584)	(327,180)	(348,024)	(369,732)
Other Income	160,185	168,194	176,604	185,434	194,706
<b>Effective Gross Income</b>	<b>2,263,958</b>	<b>2,523,190</b>	<b>2,722,953</b>	<b>2,884,342</b>	<b>3,032,574</b>
<b>EXPENSES</b>					
Advertising	22,500	23,175	23,870	24,586	25,324
Cable, Phone, Internet	7,225	7,442	7,665	7,895	8,132
Electric	39,450	40,634	41,853	43,108	44,401
General & Administrative	14,450	14,884	15,330	15,790	16,264
General & Administrative - CC Fees	2,550	2,932	3,239	3,459	3,636
Insurance	83,150	85,645	88,214	90,860	93,586
Licenses & Permits	2,800	2,884	2,971	3,060	3,151
Meals, Travel, & Entertainment	2,500	2,575	2,652	2,732	2,814
Natural Gas	28,200	29,046	29,917	30,815	31,739
Off-Site Management Fees	90,558	100,928	108,918	115,374	121,303
Payroll Expense	244,600	251,938	259,496	267,281	275,299
Professional Fees	15,000	15,450	15,914	16,391	16,883
Real Estate Taxes	12,019	12,379	12,751	13,133	13,527
Real Estate Taxes Reassessment		24,037	24,759	25,501	26,266
Repairs & Maintenance	94,500	97,335	100,255	103,263	106,361
Replacement Reserves	52,750	54,333	55,962	57,641	59,371
Taxes - Other	113,550	116,957	120,465	124,079	127,802
Trash	78,010	80,350	82,761	85,244	87,801
Water & Sewer	86,550	89,147	91,821	94,576	97,413
Lease Up Operational Expense	13,747	36,347	49,158	55,460	58,867
<b>Total Expenses</b>	<b>1,004,109</b>	<b>1,088,415</b>	<b>1,137,969</b>	<b>1,180,247</b>	<b>1,219,939</b>
<b>Net Operating Income</b>	<b>1,259,848</b>	<b>1,434,775</b>	<b>1,584,984</b>	<b>1,704,095</b>	<b>1,812,635</b>
<b>Less: Annual Debt Service</b>	<b>(772,500)</b>	<b>(772,500)</b>	<b>(772,500)</b>	<b>(864,229)</b>	<b>(864,229)</b>
<b>Net Cash Flow</b>	<b>487,348</b>	<b>662,275</b>	<b>812,484</b>	<b>839,866</b>	<b>948,406</b>



# Cash Flow Analysis

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>RENTAL ACTIVITY ANALYSIS</b>					
Effective Rental Income	2,103,773	2,354,996	2,546,349	2,698,908	2,837,868
Other Income	160,185	168,194	176,604	185,434	194,706
<b>Effective Gross Income</b>	<b>2,263,958</b>	<b>2,523,190</b>	<b>2,722,953</b>	<b>2,884,342</b>	<b>3,032,574</b>
Less: Operating Expenses	(1,004,109)	(1,088,415)	(1,137,969)	(1,180,247)	(1,219,939)
OPERATING EXPENSES RATIO	44.4%	43.1%	41.8%	40.9%	40.2%
<b>Net Operating Income</b>	<b>1,259,848</b>	<b>1,434,775</b>	<b>1,584,984</b>	<b>1,704,095</b>	<b>1,812,635</b>
Less: Annual Debt Service	(772,500)	(772,500)	(772,500)	(864,229)	(864,229)
<b>Net Cash Flow</b>	<b>487,348</b>	<b>662,275</b>	<b>812,484</b>	<b>839,866</b>	<b>948,406</b>
<b>PROPERTY RESALE ANALYSIS</b>					
Projected Sales Price	13,998,314	15,941,941	17,610,930	18,934,389	20,140,387
Less: Selling Expenses	(419,949)	(478,258)	(528,328)	(568,032)	(604,212)
Less: Loan Balance	(10,300,000)	(10,300,000)	(10,300,000)	(10,205,051)	(10,102,731)
<b>Net Sale Proceeds</b>	<b>3,278,365</b>	<b>5,163,683</b>	<b>6,782,602</b>	<b>8,161,306</b>	<b>9,433,444</b>
<b>CASH SUMMARY</b>					
Net Cash Flow	487,348	662,275	812,484	839,866	948,406
Previous Years Net Cash Flow		487,348	1,149,623	1,962,107	2,801,973
Net Sale Proceeds	3,278,365	5,163,683	6,782,602	8,161,306	9,433,444
Down Payment	(5,200,000)	(5,200,000)	(5,200,000)	(5,200,000)	(5,200,000)
<b>Total Cash Generated</b>	<b>(1,434,287)</b>	<b>1,113,306</b>	<b>3,544,709</b>	<b>5,763,279</b>	<b>7,983,823</b>
<b>FINANCIAL MEASUREMENTS</b>					
Cap. Rate on Cost	8.1%	9.3%	10.2%	11.0%	11.7%
Exit Cap. Rate Assumption	9.0%	9.0%	9.0%	9.0%	9.0%
Loan Constant	7.5%	7.5%	7.5%	8.4%	8.4%
Debt Coverage Ratio	1.63	1.86	2.05	1.97	2.10
Loan to Value Ratio	74%	65%	58%	54%	50%
Gross Income Multiplier	6.8	6.3	6.5	6.6	6.6
<b>Cash on Cash Return</b>	<b>9.4%</b>	<b>12.7%</b>	<b>15.6%</b>	<b>16.2%</b>	<b>18.2%</b>
<b>Internal Rate of Return (IRR)</b>	<b>N/A</b>	<b>10.6%</b>	<b>20.5%</b>	<b>23.0%</b>	<b>23.7%</b>





*On our latest sale, the market dropped, but Ken still found a buyer who appreciated the value of our parks. He's a strong negotiator and did what it took to get the deal done.*

Scott L. - Owner

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TOTAL  
PRODUCTION

**710+**  
TOTAL  
COMMUNITIES

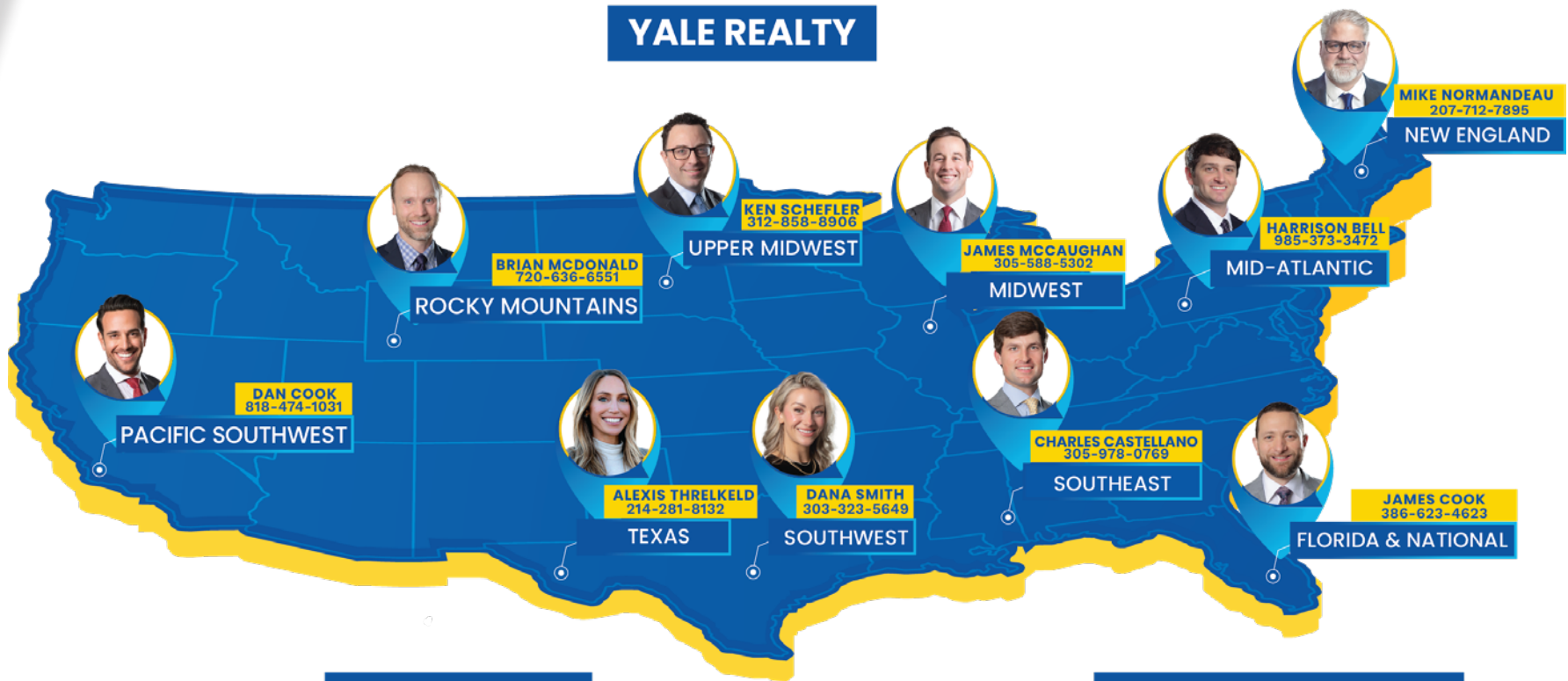
**121,780+**  
TOTAL  
SITES



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

## CMBS

- 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

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- Flexible Deal Structure; Common, Preferred and Joint Venture Equity

# Yale Analysts & Transaction Management



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# Non Disclosure Agreement

## Regarding Property: Offering #06506423 Wyoming Five MHC Portfolio

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.

(d) I understand that should I, one of my affiliates, or a related entity invest in, acquire, or otherwise become connected with consummating either: (A) a Potential Transaction introduced to me by Broker or Yale within two (2) years of Broker or Yale introducing such Potential Transaction to me or one of my Representatives, or (B) a transaction with a Seller other than a Potential Transaction (a "Referral Transaction") that occurs within two (2) years of Broker or Yale introducing such Seller to me, **I shall compensate Broker with a fee that is equal to three percent (3%) of the Total Enterprise Value of such Potential Transaction or Referral Transaction (the "Transaction Fee").** The "Total Enterprise Value" is defined as (i) the aggregate cash consideration paid by me or my affiliate in connection with consummating the Potential Transaction or Referral Transaction, (ii) the principal amount of all funded indebtedness for borrowed money that I assume in connection with consummating the Potential Transaction or Referral Transaction at closing, and (iii) any seller notes and deferred and/or contingent payments. I shall pay 100% of the Transaction Fee at the time of the closing of the Potential Transaction or Referral Transaction. I may request that Seller pays the Transaction Fee, but in the event that Seller refuses to pay such Transaction Fee, I will be responsible for paying the Transaction Fee to Broker. The Transaction Fee shall constitute the only fee I am obligated to pay to Broker or Yale.

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. 312-858-8906

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