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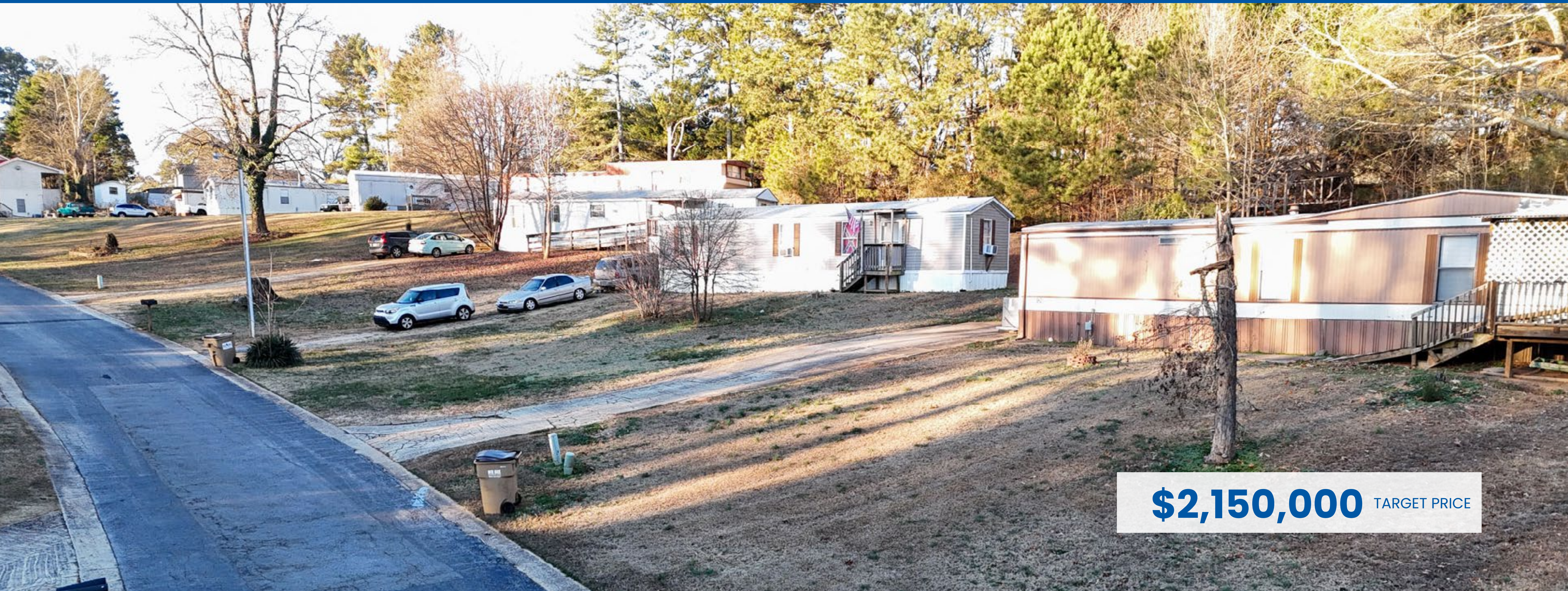
#05106719

[>> SKIP TO NDA](#)

Gainesville, Georgia MSA
Northern Georgia MHC

★★★ 🏠 25+/- Sites 🧑 ALL-AGE

 **Yale**
Realty & Capital Advisors

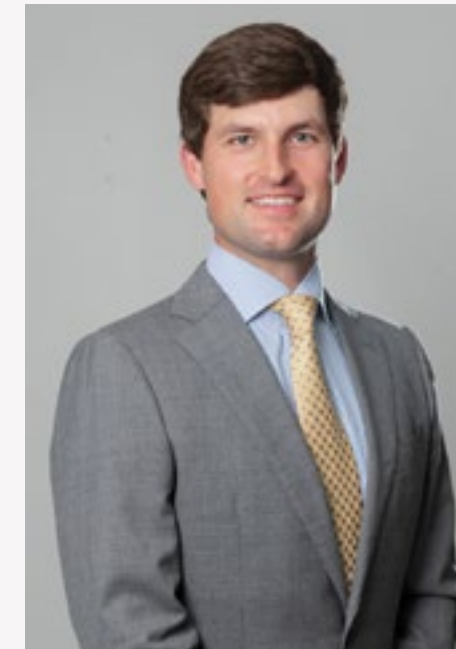


\$2,150,000 TARGET PRICE



#YALEADVISORS | YALE REALTY & CAPITAL ADVISORS

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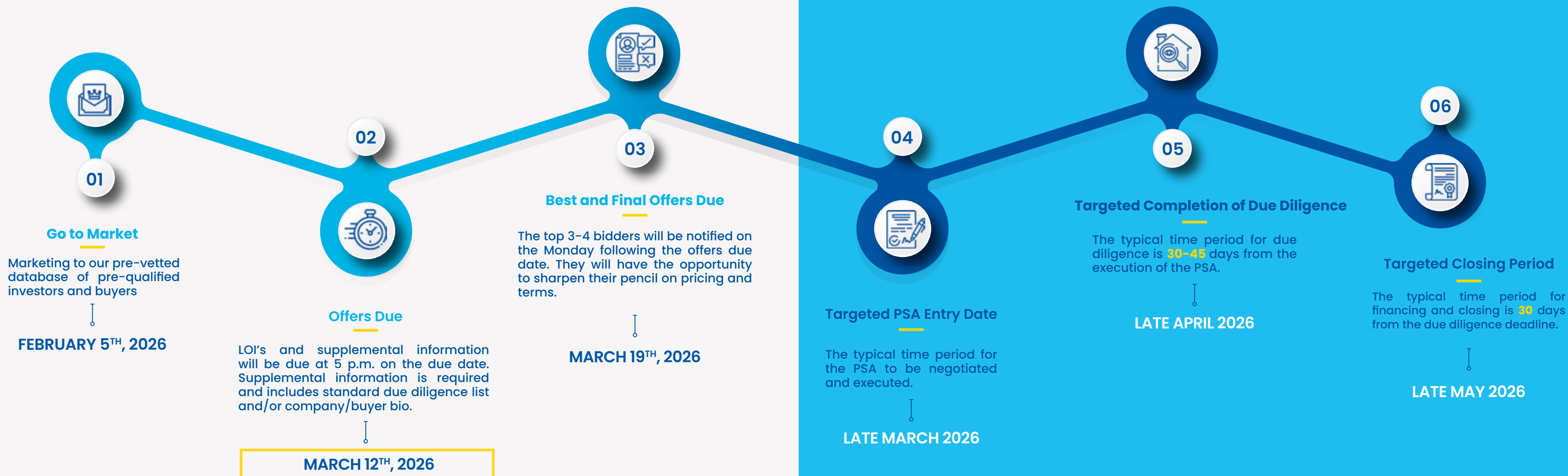
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Deal Timeline

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// 01

Offering Overview

Property Highlights



ALL-AGE



8.0
ACRES



ZONE X - NO
FLOOD RISK



100% SW



AVG. SITE RENT
\$505



MUNICIPAL
& PRIVATE





Property Highlights

100% occupied with a long history of full occupancy

Below-market rents by roughly \$150 per month

High-quality tenant base supported by thorough background checks

Sub-metered city water and septic tanks

Surrounding single-family home values of \$315,000+



Property Discussion

This fully occupied Oakwood, Georgia property offers a rare combination of stable cash flow and clear upside. The asset has a long track record of 100 percent occupancy, supported by a high-quality tenant base. The sellers are local owners who take pride in the property and perform rigorous tenant screening to ensure long-term residents and consistent performance.

Current rents are approximately \$150 per month below market, providing a straightforward value-add opportunity through modest rent growth without relying on aggressive assumptions. The property is serviced by sub-metered city water and individual septic tanks. Surrounding single-family home values exceed \$315,000, underscoring the strength of the location and the relative affordability of the asset.

At the projected pricing, the deal offers an attractive 6.7 percent yield on the Year 1 pro forma, with investors able to achieve an estimated 18.5 percent IRR through measured rent increases and continued operational stability. This is a compelling opportunity for investors seeking durable income with upside in a growing North Georgia market.



Property Parcel Map →

PROPERTY DETAILS

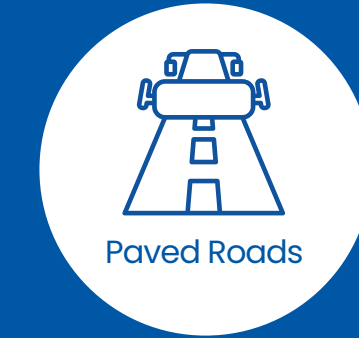
Property Type	MHC
Star Rating	3 Stars
Age Restriction	All-Age
Number of Sites	25+/- Sites
SW/DW %	100% SW
Occupancy Rate	100.0%
Inventory %	46%
Property Acreage	10+/- Ac.
Sites/Acre	~3 Sites/Ac
Average Site Rent	\$505
Average Site Dimensions	65' x 24'
Flood Zone	Zone X - No Flood Risk
HOA	None

INFRASTRUCTURE

Water Service	Municipal
Sewer Service	Septic
Water & Sewer Line Maintenance	Community Responsibility
Water Billing	Submetered to Tenants
Sewer Billing	Community Responsibility
MH Trash Service	Responsible for sourcing service
Apartment Trash Service	Curbside
Tenant Lawn Maintenance	Tenant Responsibility
Apartment Lawn Maintenance	Community Responsibility
Road Construction	Asphalt
Road Maintenance	Community Responsibility



Property Amenities Highlight



Paved Roads



Off-Street Parking

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Property Photos →

PROPERTY AERIAL 1
STREET VIEW 5

STREET VIEW 2
STREET VIEW 6

STREET VIEW 3
STREET VIEW 7

STREET VIEW 4
STREET VIEW 8



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Purchase Overview →

PURCHASE OVERVIEW

TARGET PRICE	\$2,150,000
Home Inventory Price	\$215,000
COMMUNITY PRICE	\$1,935,000
Down Payment	\$585,000
Loan Amount	\$1,350,000

PER SITE OVERVIEW

Purchase Price Per Site	\$64,500 - \$96,750
Revenue Per Site	\$6,000 - \$9,050
Expense Per Site	(\$1,700 - \$2,550)

DISPOSITION ASSUMPTIONS

Exit Capitalization Rate	8.00%
Projected Selling Expenses	3.00%

FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
EFFECTIVE GROSS INCOME	180,538	217,077	254,586
Less: Operating Expenses	(51,151)	(60,116)	(64,749)
Operating Expenses Ratio	28.3%	27.7%	25.4%
NET OPERATING INCOME	129,387	156,961	189,837
Less: Annual Debt Service	(94,500)	(107,779)	(107,779)
Debt Coverage Ratio	1.37	1.46	1.76
NET CASH FLOW	34,887	49,182	82,058
Cap. Rate on Cost*	6.69%	8.11%	9.81%
Exit Cap. Rate Assumption	8.00%	8.00%	8.00%
Economic Occupancy %	100.0%	100.0%	100.0%
Gross Rent Multiplier	10.7	9.0	9.3
CASH ON CASH RETURN*	6.0%	8.4%	14.0%
INTERNAL RATE OF RETURN (IRR)*	N/A	6.5%	18.5%

*Return calculation is based only on the Community Price

Proposed Financing Overview →

PROPOSED FINANCING OVERVIEW

Total Equity Contribution	\$800,000
LOAN AMOUNT	\$1,350,000
Loan to Value	70%
Interest Rate	7.00%
Amortization	30 Years
Interest Only Period	1 Years
Loan Term	5 Years
Interest Only Payment	\$7,875
Amortization Payment	\$8,982
Financing Type	Local Bank
Quote Date	January 2026



1ST YEAR CAP RATE

6.7%



PRICE/SITE

\$64,500 - \$96,750



INTEREST RATE

7.00%



LOAN TERM

5 Years



FINANCING TYPE

Local Bank



Pro Forma Growth Assumptions →

START DATE & HOLD PERIOD	<ul style="list-style-type: none"> - Pro Forma Start Date: 10/1/2026 - Projected Hold Period: 5+ Years 				
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
RENTAL REVENUE GROWTH					
MH Site Rent	\$50	\$50	7%	7%	7%
Rental Homes	\$75	\$75	\$75	\$75	\$75
Apartments	7%	7%	7%	7%	7%
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	- Tax Reassessment Liability: Estimated taxes to double on sale. We project this increase to occur in year 2 assuming a 2027 reassessment payable in 2028.				
DISPOSITION ASSUMPTIONS	<ul style="list-style-type: none"> - Exit Capitalization Rate: 8.00% - Selling Expenses: 3.00% 				

PROPOSED FINANCING OVERVIEW

INTEREST RATE	LOAN AMOUNT	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE
7.0%	\$1,350,000	30 Years	1 Years	5 Years	Local Bank

5 Year Pro Forma →

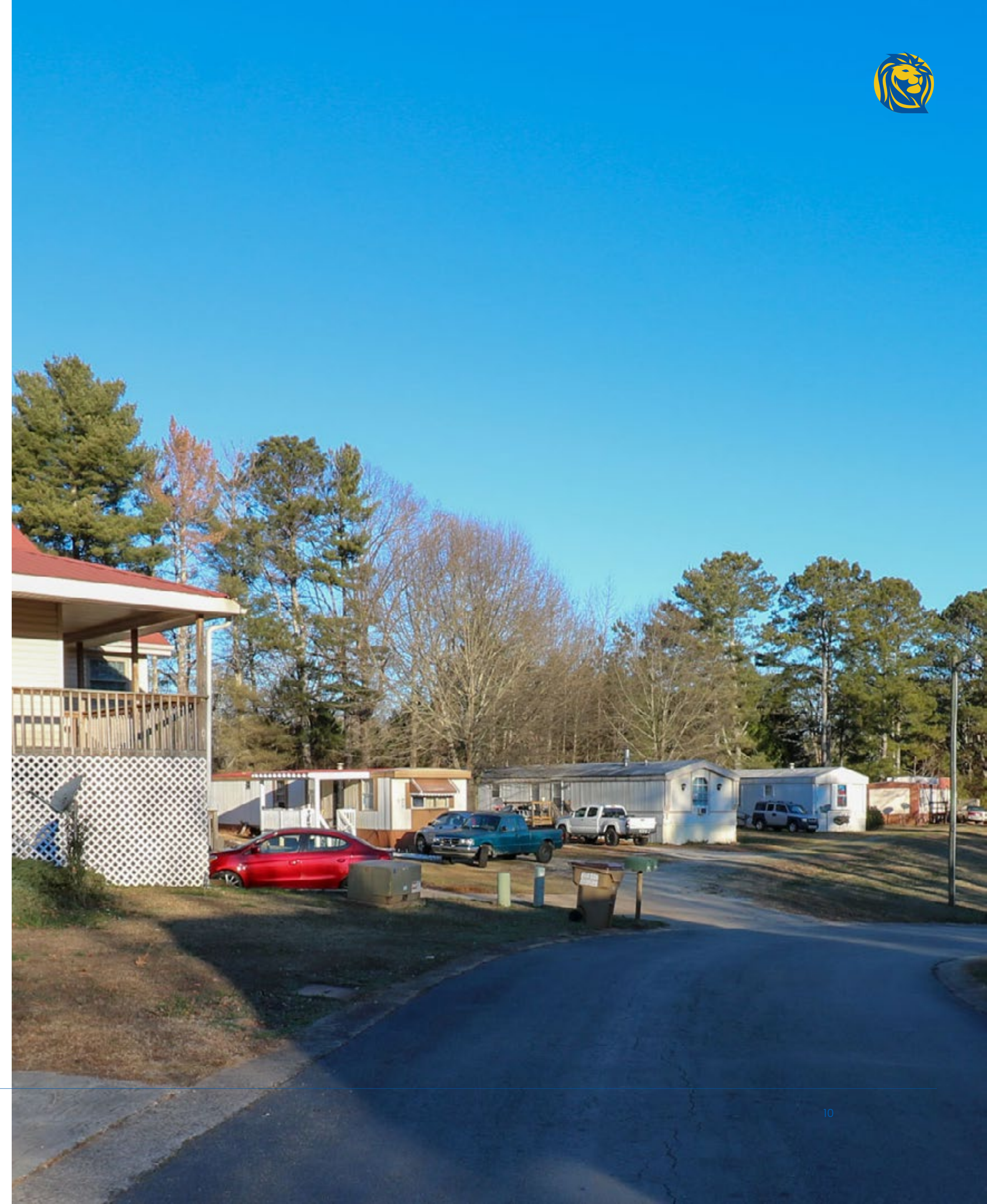
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Rental Income	193,380	211,158	229,815	247,164	265,248
Rental Rate Increase	17,778	18,657	17,349	18,084	18,837
LESS: INVENTORY PREMIUM	(35,820)	(35,820)	(35,820)	(35,820)	(35,820)
Other Income	5,200	5,460	5,733	6,020	6,321
EFFECTIVE GROSS INCOME	180,538	199,455	217,077	235,448	254,586
EXPENSES					
Auto Expense	500	515	530	546	563
Electric	5,050	5,202	5,358	5,518	5,684
General & Administrative	1,450	1,494	1,538	1,584	1,632
Insurance	4,850	4,996	5,145	5,300	5,459
Licenses & Permits	325	335	345	355	366
Meals, Travel, & Entertainment	500	515	530	546	563
Natural Gas	1,650	1,700	1,750	1,803	1,857
Off-Site Management Fees @ 4.0%	7,222	7,978	8,683	9,418	10,183
Payroll Expense	12,000	12,360	12,731	13,113	13,506
Real Estate Taxes	4,763	4,906	5,053	5,204	5,360
Real Estate Taxes Reassessment		4,688	4,828	4,973	5,122
Repairs & Maintenance	3,620	3,729	3,840	3,956	4,074
Replacement Reserves	1,300	1,339	1,379	1,421	1,463
Supplies	200	206	212	219	225
Trash	522	538	554	570	588
Water & Sewer	7,200	7,416	7,638	7,868	8,104
TOTAL EXPENSES	51,151	57,913	60,116	62,394	64,749
NET OPERATING INCOME	129,387	141,542	156,961	173,053	189,837
LESS: ANNUAL DEBT SERVICE	(94,500)	(107,779)	(107,779)	(107,779)	(107,779)
NET CASH FLOW	34,887	33,763	49,182	65,274	82,058



Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	175,338	193,995	211,344	229,428	248,265
Other Income	5,200	5,460	5,733	6,020	6,321
EFFECTIVE GROSS INCOME	180,538	199,455	217,077	235,448	254,586
Less: Operating Expenses	(51,151)	(57,913)	(60,116)	(62,394)	(64,749)
Operating Expense Ratio	28.3%	29.0%	27.7%	26.5%	25.4%
NET OPERATING INCOME	129,387	141,542	156,961	173,053	189,837
Less: Annual Debt Service	(94,500)	(107,779)	(107,779)	(107,779)	(107,779)
NET CASH FLOW	34,887	33,763	49,182	65,274	82,058
PROPERTY RESALE ANALYSIS					
Projected Sales Price	1,617,335	1,769,269	1,962,007	2,163,168	2,372,958
Less: Selling Expenses	(48,520)	(53,078)	(58,860)	(64,895)	(71,189)
Less: Loan Balance	(1,350,000)	(1,336,287)	(1,321,582)	(1,305,814)	(1,288,906)
NET SALE PROCEEDS	218,815	379,905	581,565	792,459	1,012,863
CASH SUMMARY					
Net Cash Flow	34,887	33,763	49,182	65,274	82,058
Previous Years Net Cash Flow		34,887	68,649	117,831	183,105
Net Sale Proceeds	218,815	379,905	581,565	792,459	1,012,863
Down Payment	(585,000)	(585,000)	(585,000)	(585,000)	(585,000)
TOTAL CASH GENERATED	(331,298)	(136,446)	114,396	390,564	693,026
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost*	6.7%	7.3%	8.1%	8.9%	9.8%
Exit Cap. Rate Assumption	8.0%	8.0%	8.0%	8.0%	8.0%
Loan Constant	7.0%	8.0%	8.0%	8.0%	8.0%
Debt Coverage Ratio	1.37	1.31	1.46	1.61	1.76
Loan to Value Ratio**	83%	76%	67%	60%	54%
Debt Yield	9.6%	10.5%	11.6%	12.8%	14.1%
Gross Rent Multiplier	10.7	8.9	9.0	9.2	9.3
Cash on Cash Return*	6.0%	5.8%	8.4%	11.2%	14.0%
Internal Rate of Return (IRR)*	N/A	N/A	6.5%	14.7%	18.5%

*Return calculation is based on the Community Value





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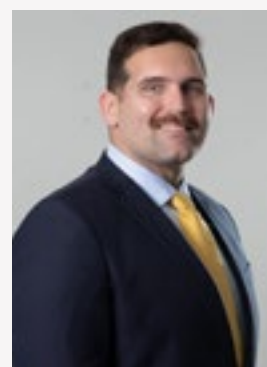
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- 30 Year AM, up to Full Term Interest-Only
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- Up to 80% LTC
- Non-Recourse

Bank Loans

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

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- 2 to 4 Year Terms
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Non Disclosure Agreement

Regarding Property: Offering #05106719 - 25+/- Site Northern Georgia MHC

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 Charels Castellano (or any party designated by Charles Castellano) (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

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