

# Gardenland Trailer Court

Sacramento RV Park | 7.91% CAP

420 Cleveland Ave, Sacramento, CA



## LISTING BROKERS



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An aerial photograph of a city, likely Atlanta, Georgia, showing a dense residential area with many houses and trees. In the background, a city skyline with several skyscrapers is visible under a hazy sky. The entire image is overlaid with a semi-transparent yellow filter. The number '01' is prominently displayed in the center-left of the image.

# 01

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## OFFERING SUMMARY

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## Property Details

Address 420 Cleveland Ave, Sacramento, CA 95833

Unit Count 13

Unit Mix 7 RV Lots, 4 Studios, 2 Cottage-Studios

Avg Rent \$861

Year Built 1949

Lot Size 0.47 AC

Zoning R-1

Amenities Paved

County Sacramento

APN 274-0132-015-0000

## Pricing Summary

Price \$1,000,000

Year 1 NOI \$79,128

Year 1 Cap Rate 7.91%

Proforma NOI \$79,794

Proforma Cap Rate 7.98%

Price / Unit \$76,923



All property boundaries and dimensions are approximate and not based on a licensed survey.

An aerial photograph of a city, likely Atlanta, Georgia, showing a dense residential area with many houses and trees. In the background, a city skyline is visible under a hazy sky. The entire image is overlaid with a semi-transparent yellow filter. The number '02' is prominently displayed in the center-left in a large, white, serif font.

# 02

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## FINANCIAL OVERVIEW

# FINANCIAL UNDERWRITING

Income	Line Item		Current (Annual)	Current (Per Unit)	Year 1	Year 1 (Per Unit)	Notes
<b>INCOME</b>	Gross Rental Income		\$134,400.00	\$10,338	\$141,120	\$10,859	Year 1 rent +5%
	Vacancy Loss	2.00%	(\$0.00)	(\$0.00)	(\$2,822)	(\$217)	2% vacancy loss
	<b>Total Income</b>		<b>\$131,751.20</b>	<b>\$10,135</b>	<b>\$138,339.74</b>	<b>\$10,642</b>	
<b>EXPENSES</b>	Property Tax	1.169%	\$13,441	\$1,034	\$13,441	\$1,034	1.169% tax rate (Prop 13)
	Direct Assessments		\$1,597	\$123	\$1,597	\$123	
	Management Fee	4%	\$5,376	\$434	\$5,645	\$434	4% management fee on gross rent
	City Utilities		\$13,200	\$1,031	\$13,398	\$1,031	
	County Utilities		\$8,114	\$634	\$8,236	\$634	
	Electricity (SMUD)		\$3,360	\$262	\$3,410	\$262	
	Insurance		\$2,700	\$211	\$2,741	\$211	
	Pest Control		\$1,560	\$122	\$1,583	\$122	
	Gas (PG&E)		\$1,440	\$112	\$1,462	\$112	
	Repairs		\$4,000	\$500	\$6,500	\$500	\$500/unit x 13 units
	Governmental Fees		\$485	\$38	\$492	\$38	
	<b>Total Expenses</b>		<b>\$55,272</b>	<b>\$4,252</b>	<b>\$58,504</b>	<b>\$4,500</b>	
	<b>Net Operating Income (NOI)</b>		<b>\$79,128</b>	<b>\$6,087</b>	<b>\$79,794</b>	<b>\$6,138</b>	

# DEBT SUMMARY

## Current Underwriting (Seller Financing)

Sales Price	\$1,000,000
Cap Rate (Current)	7.91%
NOI (Current)	\$79,128
Down Payment (30%)	\$300,000
Loan Amount (70%)	\$700,000
COC Return	12.38%
Annual Cash Flow (After DS)	\$37,128 (est.)
Price / Unit	\$76,923
Expense Ratio	41.1%



## Seller Financing Summary

Purchase Price	\$1,000,000
Down Payment (30%)	\$300,000
Loan Amount (70%)	\$700,000
Assumed Interest Rate	6.0%
Est. Annual Debt Service (I/O)	\$42,000
COC Return	12.38%

An aerial photograph of a city, likely Chicago, with a yellow overlay. The image shows a dense residential area with many houses and trees. In the background, a city skyline is visible. The text '03' is prominently displayed in the center.

03

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RENT ROLL

# RENT ROLL SUMMARY

Unit #	Type	Current Rent	Gas	Electric	Water	Sewer	Garbage	Notes
1	Cottage-studio	\$830.00	Tenant	Direct-Billed	Included	Included	Included	
2	RV Lot	\$750.00	Propane - Tenant	Tenant	Included	Included	Included	
3	RV Lot	\$750.00	Propane - Tenant	Tenant	Included	Included	Included	
4	RV Lot	\$750.00	Propane - Tenant	Tenant	Included	Included	Included	
5	RV Lot	\$670.00	Propane - Tenant	Tenant	Included	Included	Included	
6	RV Lot	\$600.00	Propane - Tenant	Tenant	Included	Included	Included	
7	Cottage-1bed	\$1,300.00	Tenant	Direct-Billed	Included	Included	Included	
8	RV Lot	\$787.50	Propane - Tenant	Tenant	Included	Included	Included	
9	RV Lot	\$600.00	Propane - Tenant	Tenant	Included	Included	Included	
10	Studio	\$1,050.00	Included	Included	Included	Included	Included	<i>Shared one water heater connection - owner pays</i>
11	Studio	\$1,050.00	Direct - billed Tenant	Included	Included	Included	Included	
12	Studio	\$1,050.00	Direct - billed Tenant	Included	Included	Included	Included	
14	Studio	\$1,050.00	Direct - billed Tenant	Included	Included	Included	Included	
<b>Total</b>	<b>13 Units</b>	<b>\$11,237.50</b>						

## Utility Provider Summary

Service	Provider	Meter Type	Paid By
Water	City	Master Meter	Owner
Sewer	County of Sacramento	Master Meter	Owner
Electric	SMUD	Individual (RV) & Shared (4-Plex)	Tenant
Gas	PG&E	Individual	Tenant
Garbage	City	Individual Cans	Owner

*RV electric individually metered; owner reads monthly, billed-back.*

*4-Plex shares one electric meter.*

*Unit 10: water heater on this unit owner covers all utilities.*



04

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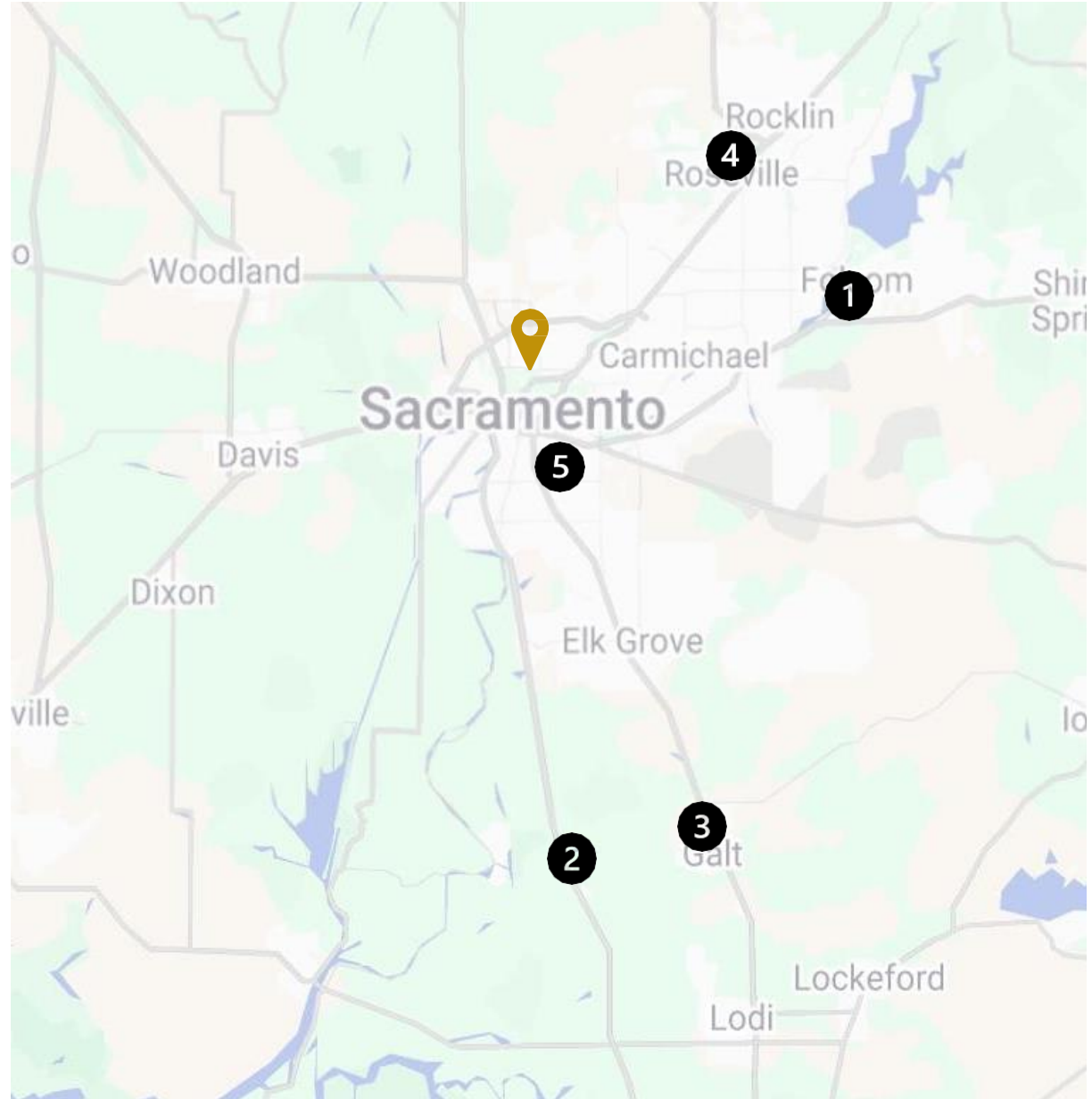
SALE COMPS

# MHP COMP SET

#	Property	Address	Spaces	Year Built	Sale Date	Sale Price	Cap Rate	Price/Unit
	<b>Gardenland Trailer Court</b>	<b>420 Cleveland Ave, Sacramento, CA 95833</b>	<b>13</b>	<b>1949</b>	<b>On-market</b>	<b>\$1,000,000</b>	<b>7.91%</b>	<b>\$76,923</b>
1	Cobble Ridge MHP	1002 Sibley St, Folsom, CA 95630	41	1960	09/17/2024	\$3,200,000	5.58%	\$78,049
2	Hidden Oaks MHP <i>(Sold by CRI)</i>	25950 N Thornton Rd, Thornton, CA 95686	8	1900	12/05/2024	\$521,300	7.86%	\$65,163
3	Galt MHP	605 Pringle Ave, Galt, CA 95632	53	1970	08/23/2024	\$1,515,000	N/A	\$57,170
4	Roseville MHP	908 Atlantic St, Roseville, CA 95678	40	1950	11/20/2024	\$2,000,000	N/A	\$50,000
5	Sacramento MHP	5800 Stockton Blvd, Sacramento, CA 95824	55	1960	12/29/2025	\$3,825,000	6.80%	\$69,545
	<b>Averages</b>		<b>39</b>	<b>—</b>	<b>—</b>	<b>\$2,212,460</b>	<b>6.75%</b>	<b>\$63,985</b>

# MHP COMP SET MAP

#	Property	Address
	<b>Gardenland Trailer Court</b>	<b>420 Cleveland Ave, Sacramento, CA 95833</b>
1	Cobble Ridge MHP	1002 Sibley St, Folsom, CA 95630
2	Hidden Oaks MHP <i>(Sold by CRI)</i>	25950 N Thornton Rd, Thornton, CA 95686
3	Galt MHP	605 Pringle Ave, Galt, CA 95632
4	Roseville MHP	908 Atlantic St, Roseville, CA 95678
5	Sacramento MHP	5800 Stockton Blvd, Sacramento, CA 95824



The background image shows a long, single-story apartment building with a flat roof and several windows. There are trees and a palm tree in the background. A utility pole is visible on the left. A car is partially visible in the bottom left corner. A large white number '05' is overlaid on the image, centered horizontally and vertically. A thin white horizontal line is positioned below the number.

05

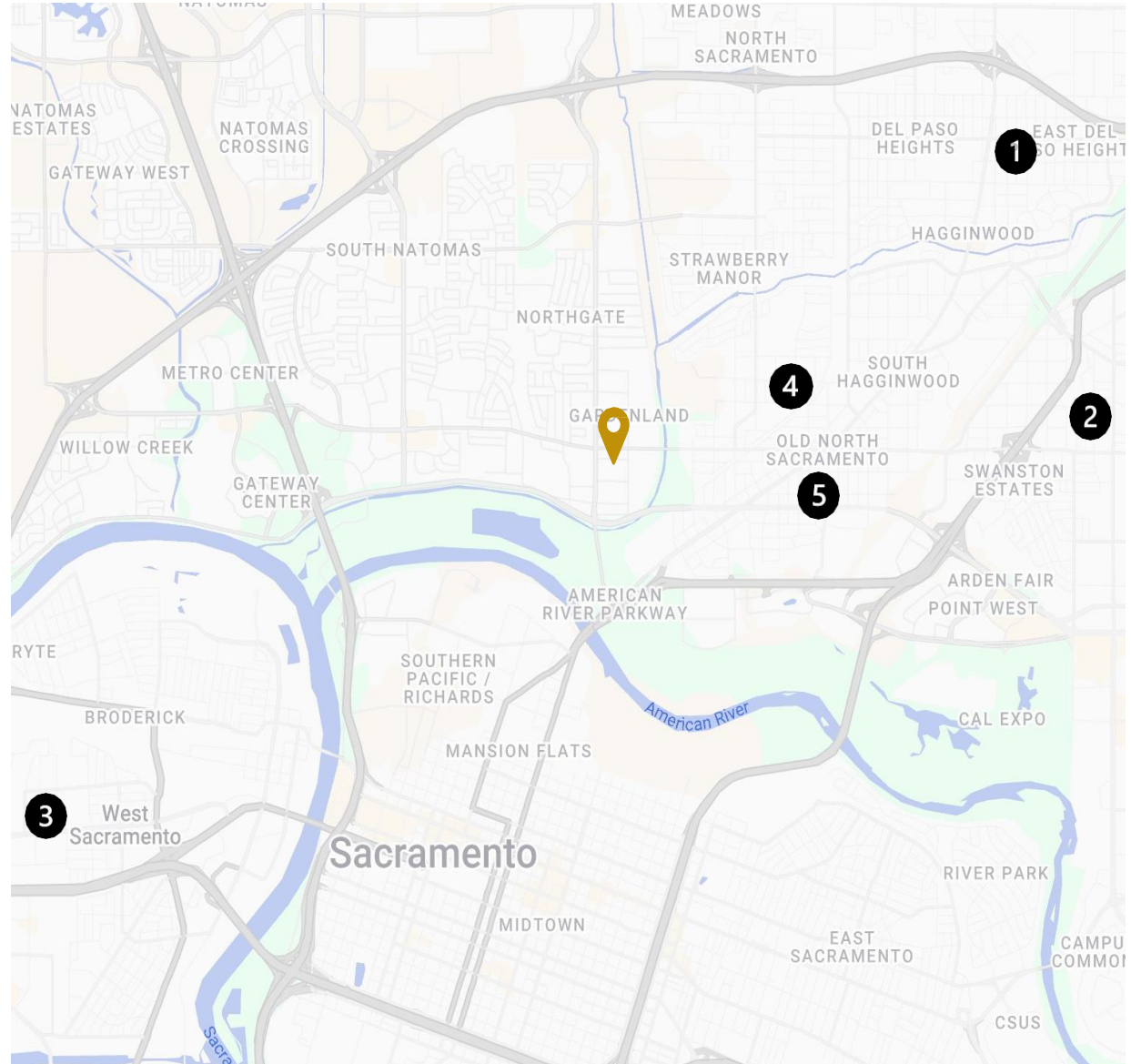
APARTMENT COMPS

# APT COMP SET

#	Property	Address	Units	Avg Unit SF	Sale Date	Sale Price	Cap Rate	Price/Unit	\$/SF
	<b>Gardenland Trailer Court</b>	<b>420 Cleveland Ave, Sacramento, CA 95833</b>	<b>13</b>	<b>N/A</b>	<b>On-market</b>	<b>\$1,000,000</b>	<b>7.91%</b>	<b>\$76,923</b>	<b>N/A</b>
1	Lily Street Apt	3728–3732 Lily St, Sacramento, CA 95838	14	635	12/18/2025	\$1,700,000	6.18%	\$121,429	\$200.00
2	Connie Dr Apt	2612 Connie Dr, Sacramento, CA 95815	7	N/A	10/10/2025	\$995,000	4.50%	\$142,143	\$230.00
3	Walnut St Apt	661 Walnut St, West Sacramento, CA 95691	7	528	05/01/2025	\$1,034,000	5.14%	\$147,714	\$277.21
4	Las Palmas Ave Apt	600 Las Palmas Ave, Sacramento, CA 95815	10	550	04/25/2025	\$1,433,000	6.85%	\$143,300	\$316.62
5	Cambridge St Apt	2321 Cambridge St, Sacramento, CA 95815	5	611	07/18/2024	\$820,000	8.00%	\$164,000	\$367.88
	<b>Averages</b>		<b>8</b>	<b>581</b>	<b>—</b>	<b>\$1,196,400</b>	<b>6.13%</b>	<b>\$143,717</b>	<b>\$278.34</b>

# APT COMP SET MAP

#	Property	Address
	<b>Gardenland Trailer Court</b>	<b>420 Cleveland Ave, Sacramento, CA 95833</b>
1	Lily Street Apt	3728–3732 Lily St, Sacramento, CA 95838
2	Connie Dr Apt	2612 Connie Dr, Sacramento, CA 95815
3	Walnut St Apt	661 Walnut St, West Sacramento, CA 95691
4	Las Palmas Ave Apt	600 Las Palmas Ave, Sacramento, CA 95815
5	Cambridge St Apt	2321 Cambridge St, Sacramento, CA 95815





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MARKET OVERVIEW

# RETAILER MAP



# DEMOGRAPHICS



**\$524,000**

Median Home Value



**\$89,984**

Median Household Income



**1,611,231**

Total Population



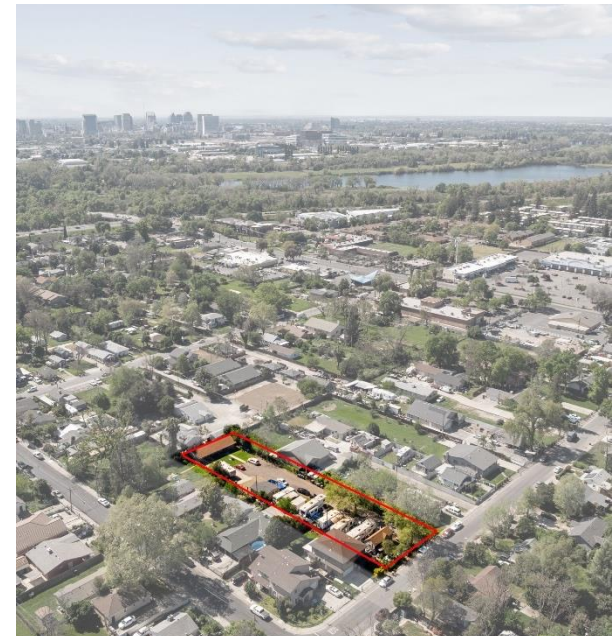
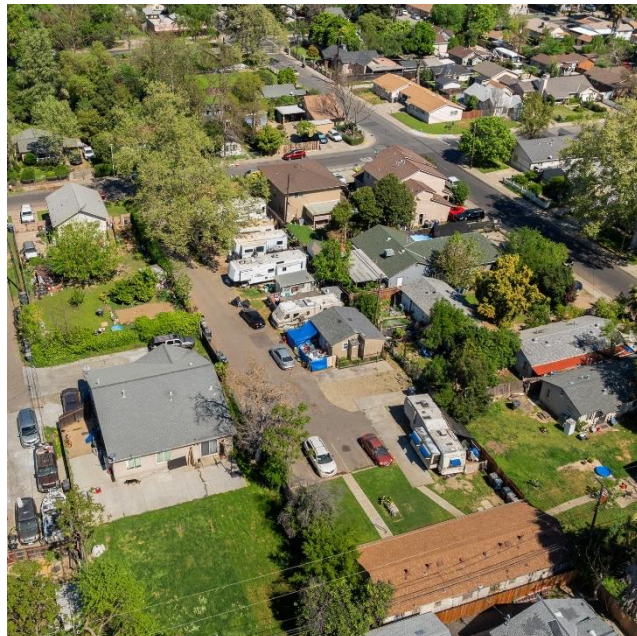
**33.3%**

Bachelor's Degree or Higher



**608,149**

Housing Units



All property boundaries and dimensions are approximate and not based on a licensed survey.


All information provided by the U.S. Census Bureau government webpage.


# LISTING TEAM



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