

# Offering Memorandum with Pro Forma

**Property Name:** Bobby B's Mobile Home Park  
**Address:** 4920 E Parsons Point, Hernando, FL 34442  
**Asset Type:** Mobile Home Park – All Park-Owned Homes  
**Lot Count:** 13 Approved | 9 Current (8 occupied, 1 in lease-up)  
**Land Size:** ~1.3 Acres  
**Flood Zone:** X  
**Licensing:** DBPR Licensed

## Investment Highlights

- All park-owned homes – simplified management and stronger control
- Strong in-place cash flow with immediate upside through stabilization
- Significant expansion potential supported by excess usable acreage
- Rents below stabilized market levels in Citrus County
- Private well and septic systems reduce utility exposure
- Mature fruit trees and landscaped setting enhance tenant retention
- Located near Ocala, Tampa, and Orlando with access to employment corridors
- Proximity to Tsala Apopka Lake Chain and Florida Nature Coast amenities
- Owner-operated with historically minimal expenses
- Flood Zone X – no flood insurance requirement

## Current Rent Roll (In-Place)

Units	Rent / Unit	Annual Income
3	\$800	\$28,800
2	\$950	\$22,800
3	\$1,000	\$36,000
Total		\$87,600

**Current Monthly Rent Income:** \$7,300

## Current Financial Performance (Estimated)

Gross Scheduled Income: \$87,600  
Estimated Operating Expenses (~20%): (\$17,520)  
**Estimated Net Operating Income (NOI): \$70,080**

Expenses are intentionally conservative due to owner-managed operations with limited historical costs.

**Current Cap Rate (at \$1,160,000):** ~6.0%

## Stabilized Pro Forma – 13 Lots

Scenario	Units	Avg Rent	Gross Potential Rent	NOI (20%)	Cap Rate
In-Place	8	\$912	\$87,600	\$70,080	~6.0%
Stabilized	13	\$1,050	\$163,800	\$131,040	~11.3%

## Expansion & Value-Add Scenarios (Illustrative)

The property contains excess usable land allowing for the potential addition of homes, subject to buyer due diligence, zoning confirmation, and permitting. These scenarios are illustrative only.

Scenario	Total Units	Avg Rent	GPR	NOI (20%)	Cap Rate
+3 Units	16	\$1,050	\$201,600	\$161,280	~13.9%
+5 Units	18	\$1,050	\$226,800	\$181,440	~15.6%
+7 Units	20	\$1,050	\$252,000	\$201,600	~17.4%

## Offering Terms

Asking Price: **\$1,160,000**

Price Per Approved Lot: ~\$89,230

Financing: Cash / Conventional (No Seller Financing)

## Contact Information

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**Disclaimer:** Property is being sold AS IS. All information contained herein is deemed reliable but not guaranteed. Buyer and buyer's agent to independently verify all facts, figures, zoning, income, expenses, and development potential.