Buffalo River MHP

MULTIFAMILY PROPERTY ADVISORS

OFFERING MEMORANDUM

JP CAPITAL SOLUTIONS

Buffalo River MHP

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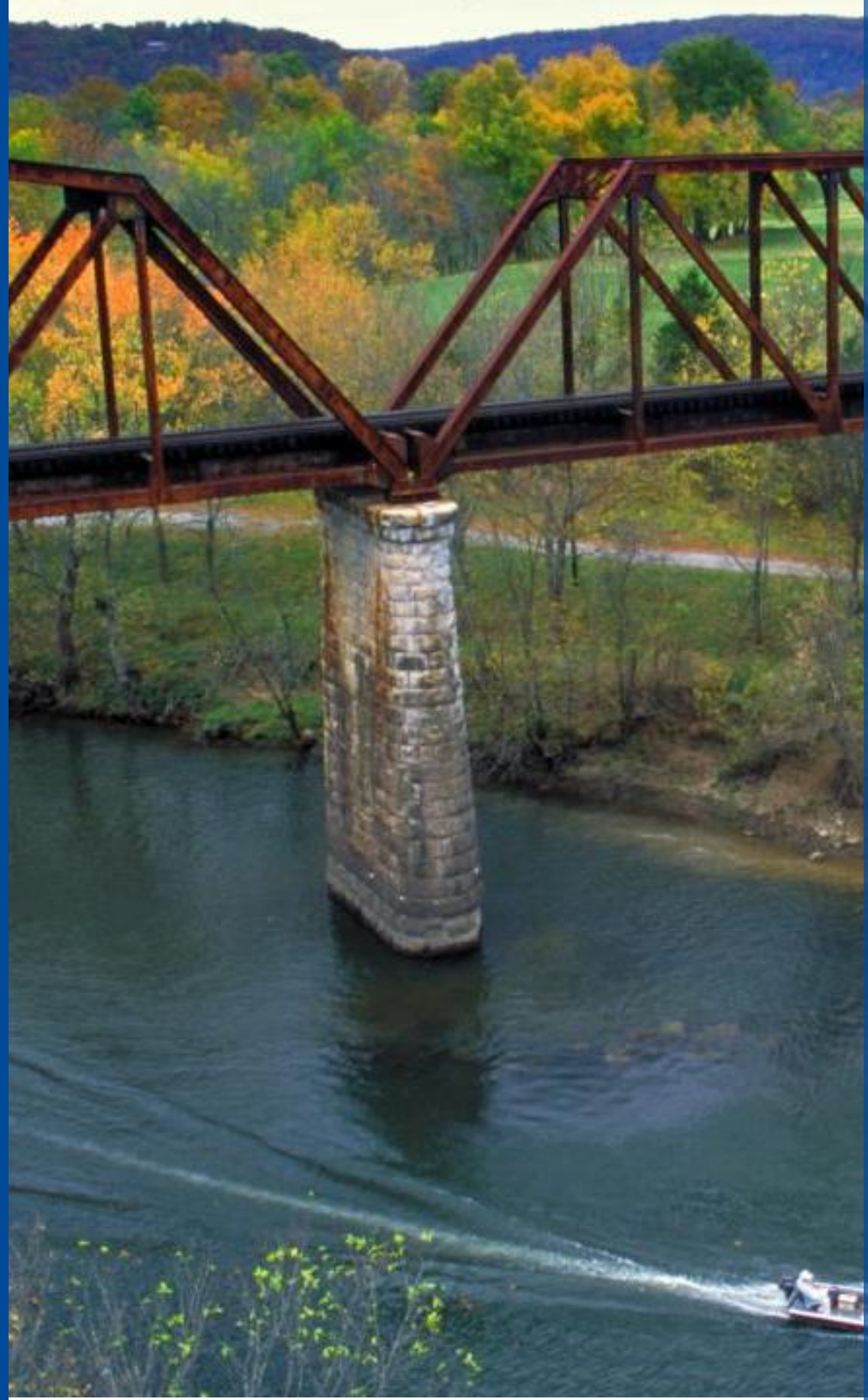
MULTIFAMILY PROPERTY ADVISORS

JP CAPITAL SOLUTIONS

We obtained the following information above from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent the current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.



BUFFALO RIVER MHP

01 Executive Summary

Investment Summary

OFFERING SUMMARY

ADDRESS	1326 E 9th Street Mountain Home AR 72653

FINANCIAL SUMMARY

PRICE	$1,275,000
PRICE PER UNIT	$31,098
OCCUPANCY	100.00%
NOI (CURRENT)	$110,867
NOI (Pro Forma)	$131,491
CAP RATE (CURRENT)	8.70%
CAP RATE (Pro Forma)	10.31%

DEMOGRAPHICS	1MILE	3 MILE	5 MILE
2025 Population	4,671	15,754	23,264
2025 Median HH Income	$53,452	$52,667	$53,647
2025 Average HH Income	$78,870	$80,617	$81,168

PROPERTY FEATURES

NUMBER OF UNITS	41
LAND ACRES	6
# OF PARCELS	1
BUILDING CLASS	C+
LOCATION CLASS	B

FEES & DEPOSITS

LOT RENT	$350
RV LONG TERM	$400

UTILITIES

WATER	City: Paid by tenant
TRASH	City: Paid by tenant
ELECTRIC	City: Paid by tenant
WATER METERS	Individual Separate Meter

Buffalo River
Mobile Home Community

Property Description

02 Property Description

Property Features

BUFFALO RIVER MHP

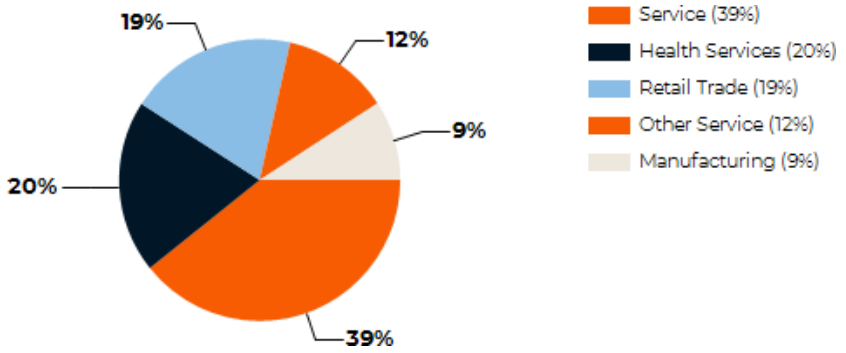
PROPERTY FEATURES

NUMBER OF SITES	41
OCCUPIED SITES	29

Summary

Charge Type	Description	# of Tenants Charged	% of Tenants Charged	% of Total Amount	Amount
LOT	Lot Charge	29	100.0%	72.4%	10,800.00
Mgmtad	Utility Service Fee	28	96.6%	1.5%	224.00
RC	Rent Charge	3	10.3%	8.9%	1,325.00
RTO	Rent to Own	6	20.7%	17.3%	2,575.00
					14,924.00

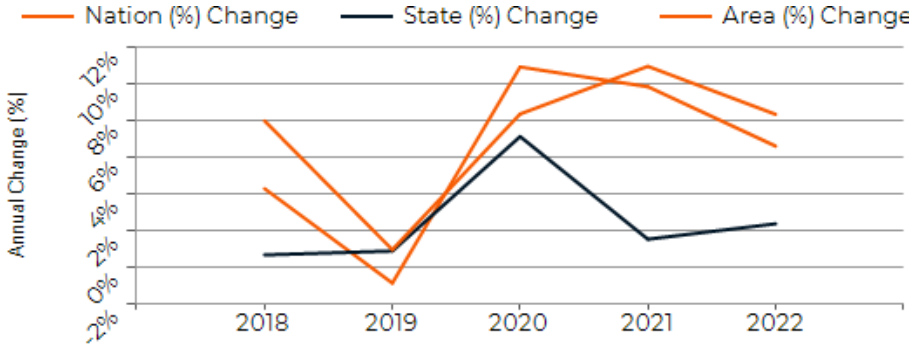
Major Industries by Employee



Largest Employers

Baxter Regional Medical Center	1,500
Mountain Home School District	450
Walmart	250
St. Luke's Health System	250
Elmore County	150
City of Mountain Home	100
PKL Services Inc	100
Pioneer Federal Credit Union	80

Baxter County GDP Trend



Source: BEA.gov

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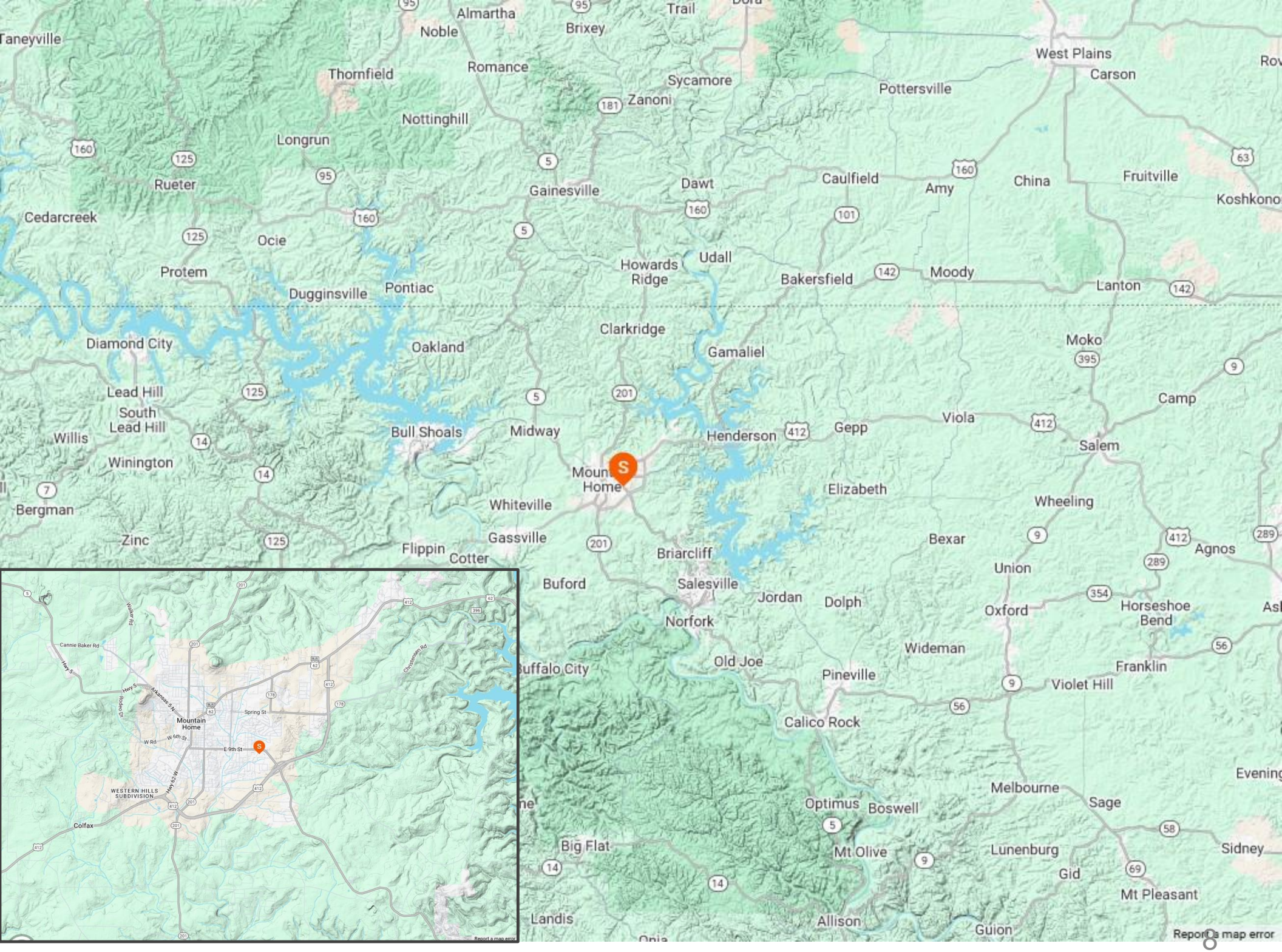
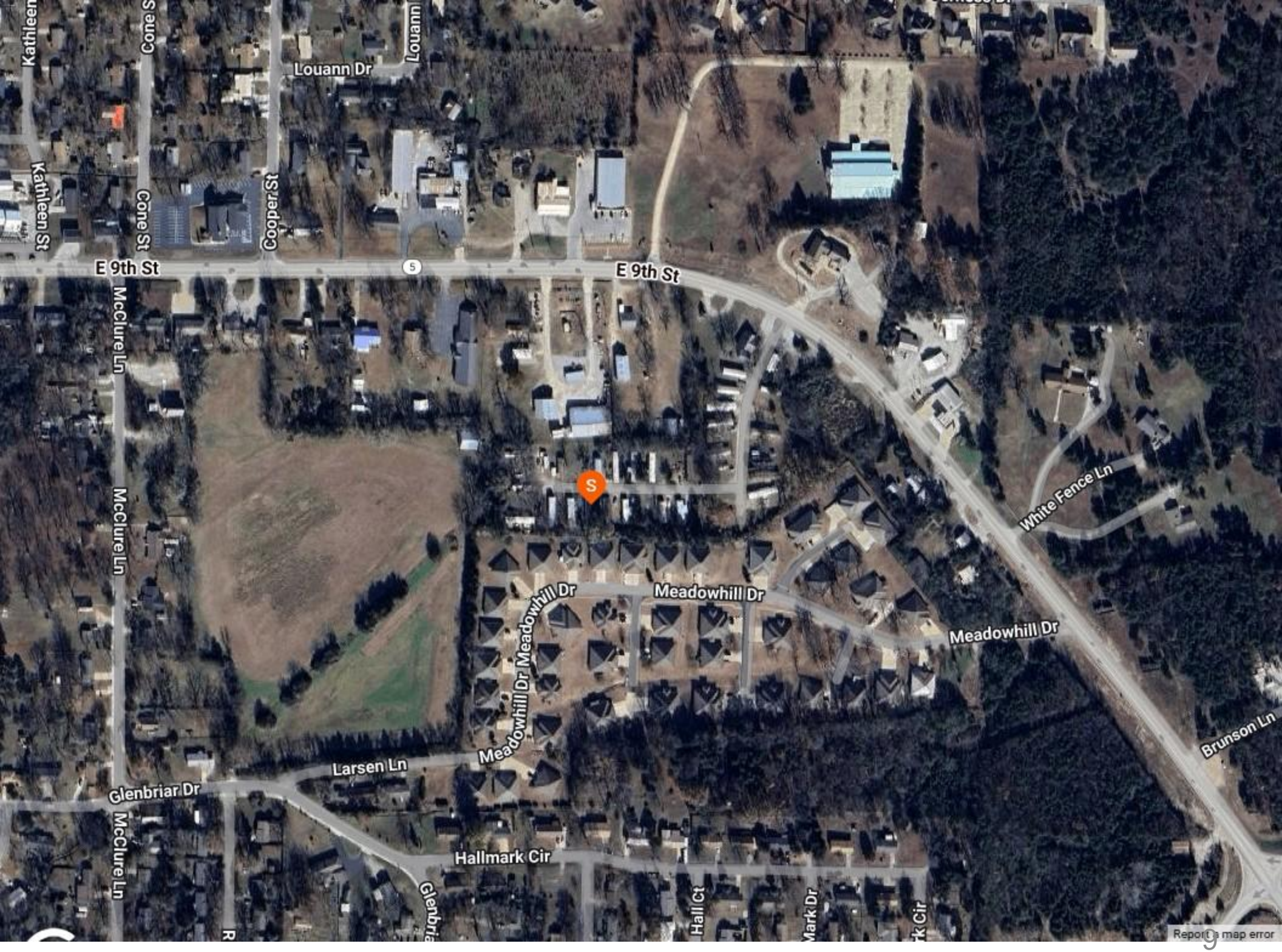

Taneyville
Noble
Almartha
Brixey
Trail
West Plains
Carson
Thornfield
Romance
Sycamore
Zanoni
Pottersville
Nottinghill
Longrun
Rueter
Gainesville
Dawt
Caulfield
Amy
China
Fruitville
Koshkono
Cedarcreek
Ocie
Protem
Dugginsville
Pontiac
Howards Ridge
Udall
Bakersfield
Moody
Lanton
Clarkridge
Diamond City
Oakland
Gamaliel
Moko
Lead Hill
South Lead Hill
Willis
Bull Shoals
Midway
Henderson
Gepp
Viola
Camp
Salem
Winington
Mount Home
Elizabeth
Bergman
Whiteville
Wheeling
Zinc
Gassville
Flippin
Cotter
Bexar
Agnos
Briarcliff
Union
Buford
Salesville
Jordan
Dolph
Oxford
Horseshoe Bend
Norfork
Wideman
Old Joe
Pineville
Franklin
Violet Hill
Calico Rock
Melbourne
Sage
Optimus
Boswell
Big Flat
Mt Olive
Lunenburg
Sidney
Gid
Mt Pleasant
Landis
Allison
Guion
Report a map error
Cannie Baker Rd
Walker Rd
Hwy 5
Rodeo Dr
Arkansas 5 N
Mountain Home
Spring St
W Rd
W 6th St
E 9th St
WESTERN HILLS SUBDIVISION
Hwy 62 W
Colfax
Christensen Rd


Kathleen St
Cone St
Louann Dr
Louann
Kathleen St
Cone St
Cooper St
E 9th St
5
E 9th St
McClure Ln
McClure Ln
S
White Fence Ln
Meadowhill Dr
Meadowhill Dr
Meadowhill Dr
Meadowhill Dr
Brunson Ln
Larsen Ln
Glenbriar Dr
McClure Ln
Hallmark Cir
Glenbria
Hall Ct
Mark Dr
Report a map error

Financial Analysis

03 Financial Analysis

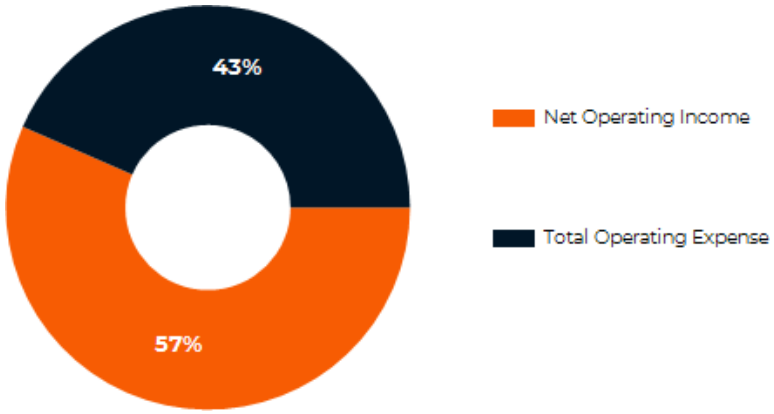
Income & Expense Analysis
Multi-Year Cash Flow Assumptions
Cash Flow Analysis
Financial Metrics
Disposition Sensitivity Analysis

BUFFALO RIVER MHP

REVENUE ALLOCATION

CURRENT

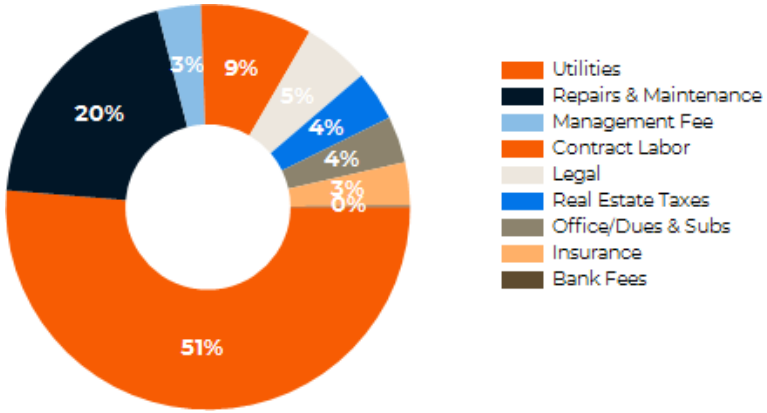
INCOME	CURRENT		PRO FORMA	
Lot Rent	$129,600	66.1%	$142,800	59.7%
RTO/POH Income	$46,800	23.9%	$54,000	22.6%
RUBS	$16,380	8.4%	$37,150	15.5%
Other Income	$3,252	1.7%	$5,270	2.2%
Gross Potential Income	$196,032		$239,220	
General Vacancy			-10.00%	
Effective Gross Income	$196,032		$224,940	
Less Expenses	$85,165	43.44%	$93,449	41.54%
Net Operating Income	$110,867		$131,491	



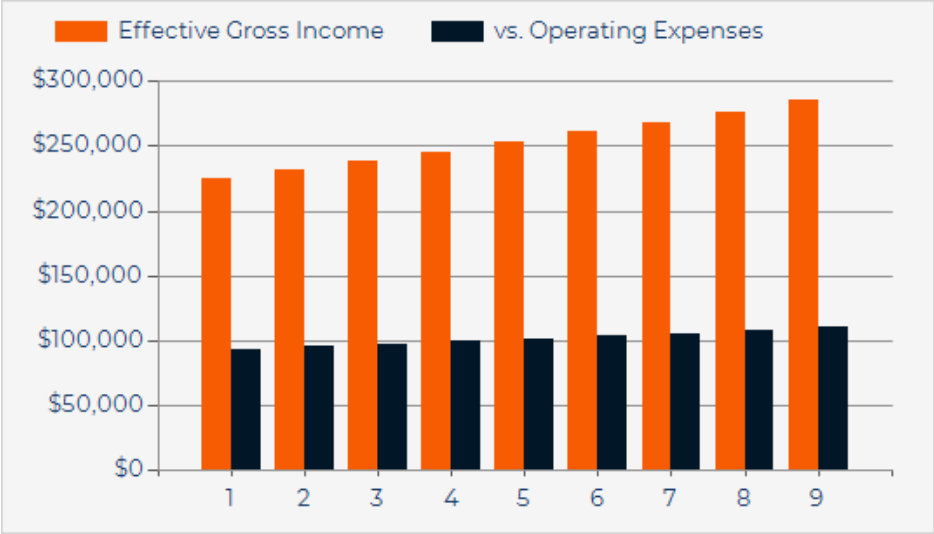
DISTRIBUTION OF EXPENSES

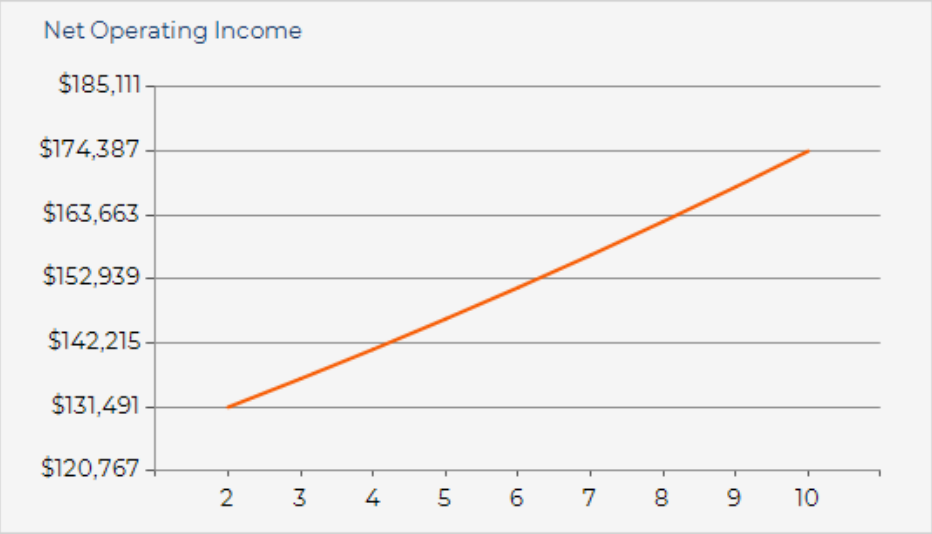
CURRENT

EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	$3,398	$83	$3,398	$83
Insurance	$2,944	$72	$2,944	$72
Management Fee	$2,963	$72	$11,247	$274
Bank Fees	$92	$2	$92	$2
Repairs & Maintenance	$16,741	$408	$16,741	$408
Contract Labor	$7,600	$185	$7,600	$185
Office/Dues & Subs	$3,158	$77	$3,158	$77
Utilities	$43,706	$1,066	$43,706	$1,066
Legal	$4,563	$111	$4,563	$111
Total Operating Expense	$85,165	$2,077	$93,449	$2,279
% of EGI	43.44%		41.54%	

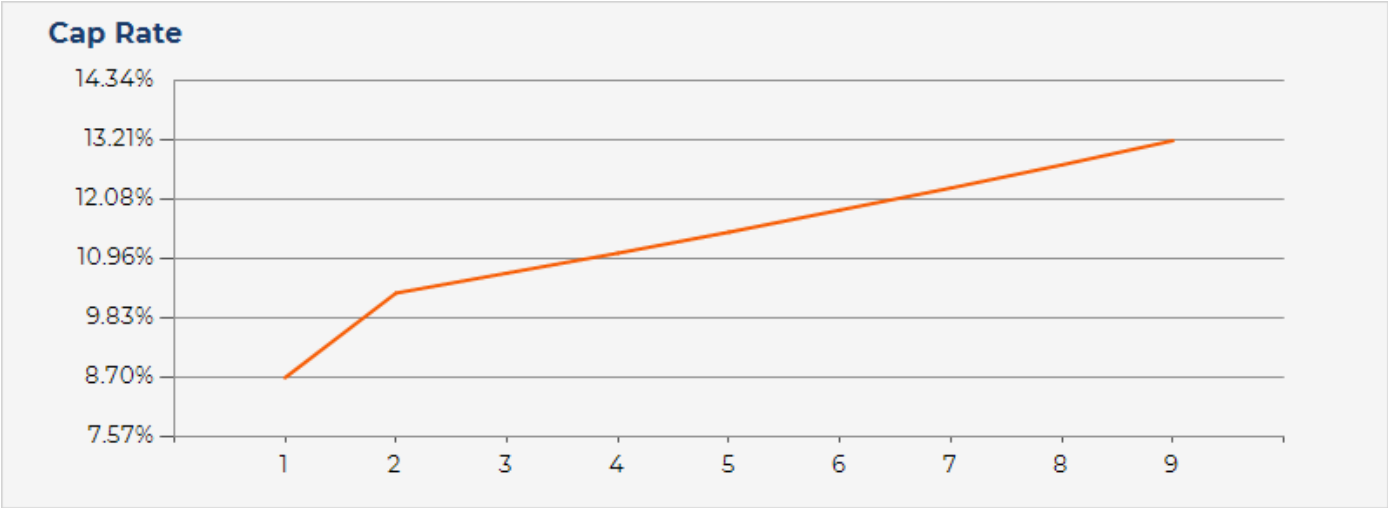


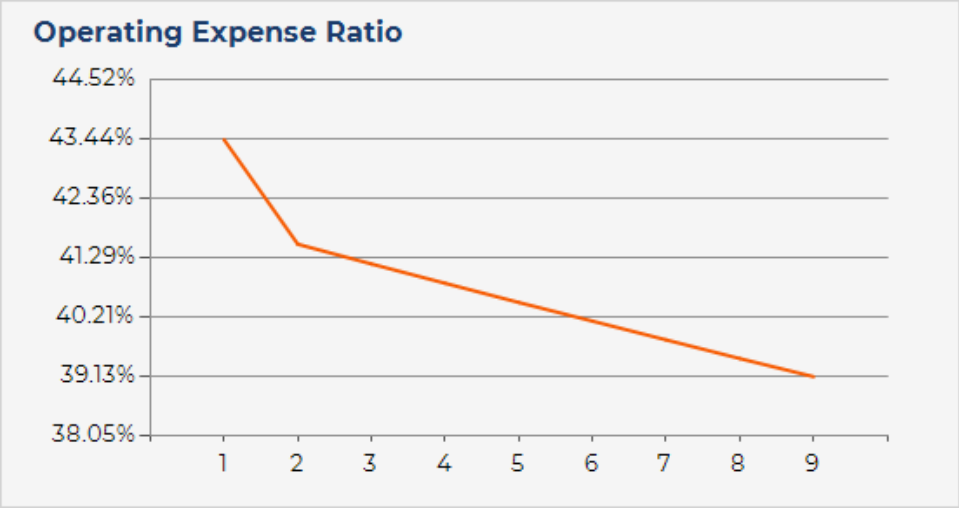
Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Revenue										
Lot Rent	$129,600	$142,800	$147,084	$151,497	$156,041	$160,723	$165,544	$170,511	$175,626	$180,895
RTO/POH Income	$46,800	$54,000	$55,620	$57,289	$59,007	$60,777	$62,601	$64,479	$66,413	$68,406
RUBS	$16,380	$37,150	$38,265	$39,412	$40,595	$41,813	$43,067	$44,359	$45,690	$47,061
Other Income	$3,252	$5,270	$5,428	$5,591	$5,759	$5,931	$6,109	$6,293	$6,481	$6,676
Gross Potential Income	$196,032	$239,220	$246,397	$253,788	$261,402	$269,244	$277,322	$285,641	$294,210	$303,037
General Vacancy	-0.00%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%
Effective Gross Income	$196,032	$224,940	$231,688	$238,639	$245,798	$253,172	$260,767	$268,590	$276,648	$284,947
Operating Expenses										
Real Estate Taxes	$3,398	$3,398	$3,466	$3,535	$3,606	$3,678	$3,752	$3,827	$3,903	$3,981
Insurance	$2,944	$2,944	$3,003	$3,063	$3,124	$3,187	$3,250	$3,315	$3,382	$3,449
Management Fee	$2,963	$11,247	$11,584	$11,932	$12,290	$12,659	$13,038	$13,430	$13,832	$14,247
Bank Fees	$92	$92	$94	$96	$98	$100	$102	$104	$106	$108
Repairs & Maintenance	$16,741	$16,741	$17,076	$17,417	$17,766	$18,121	$18,483	$18,853	$19,230	$19,615
Contract Labor	$7,600	$7,600	$7,752	$7,907	$8,065	$8,226	$8,391	$8,559	$8,730	$8,905
Office/Dues & Subs	$3,158	$3,158	$3,221	$3,286	$3,351	$3,418	$3,487	$3,556	$3,628	$3,700
Utilities	$43,706	$43,706	$44,580	$45,472	$46,381	$47,309	$48,255	$49,220	$50,204	$51,209
Legal	$4,563	$4,563	$4,654	$4,747	$4,842	$4,939	$5,038	$5,139	$5,241	$5,346
Total Operating Expense	$85,165	$93,449	$95,430	$97,455	$99,523	$101,637	$103,796	$106,002	$108,257	$110,560
Net Operating Income	$110,867	$131,491	$136,258	$141,184	$146,275	$151,535	$156,971	$162,588	$168,391	$174,387

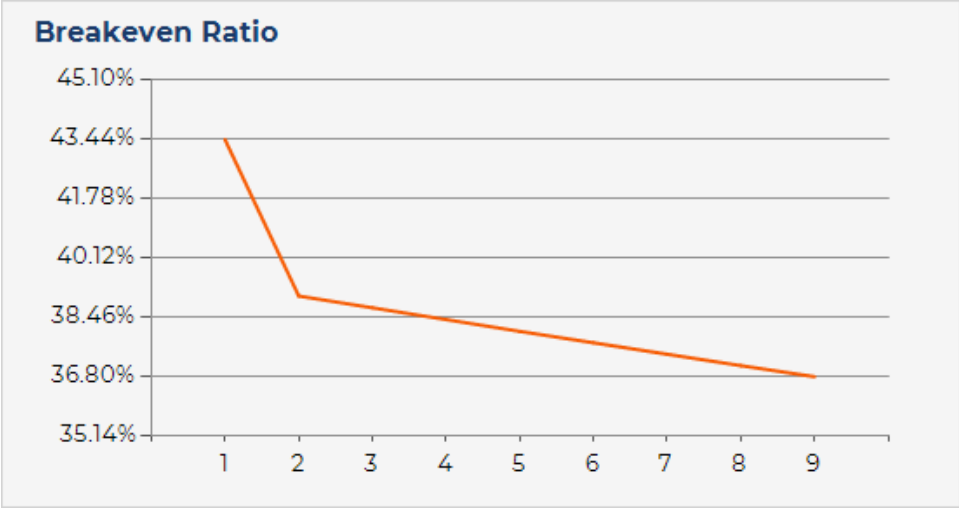




Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
CAP Rate	8.70%	10.31%	10.69%	11.07%	11.47%	11.89%	12.31%	12.75%	13.21%	13.68%
Operating Expense Ratio	43.44%	41.54%	41.18%	40.83%	40.48%	40.14%	39.80%	39.46%	39.13%	38.80%
Breakeven Ratio	43.44%	39.06%	38.73%	38.40%	38.07%	37.75%	37.43%	37.11%	36.80%	36.48%
Price / Unit	$31,098	$31,098	$31,098	$31,098	$31,098	$31,098	$31,098	$31,098	$31,098	$31,098







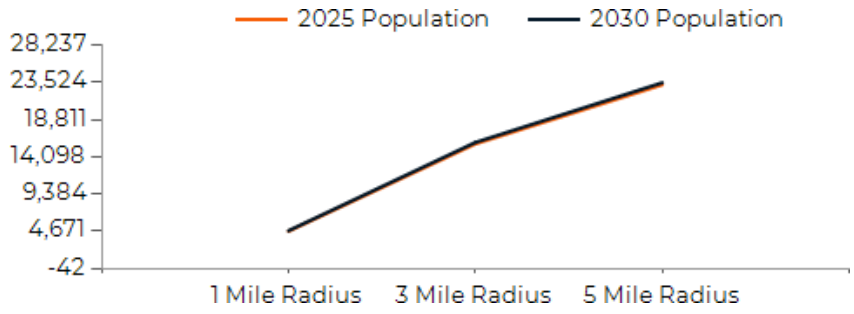
Demographics

04 Demographics

Demographics

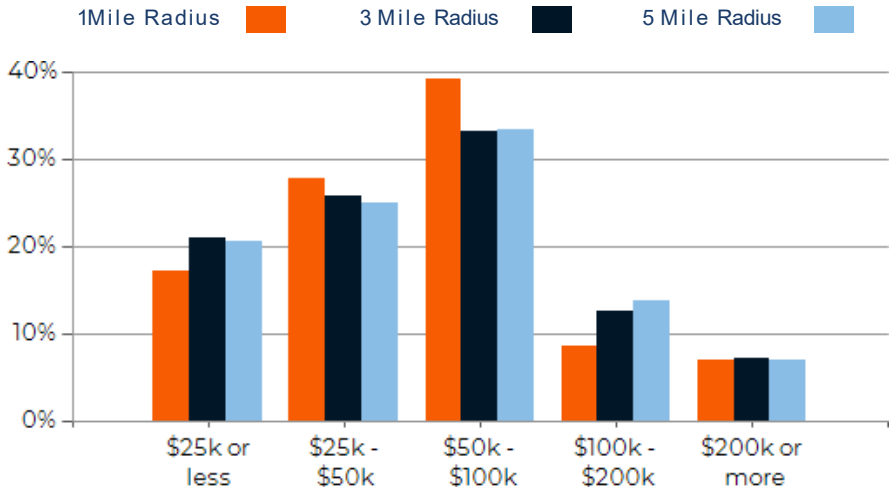
BUFFALO RIVER MHP

POPULATION	1MILE	3 MILE	5 MILE
2000 Population	4,178	13,867	20,775
2010 Population	4,566	15,177	22,651
2025 Population	4,671	15,754	23,264
2030 Population	4,728	15,944	23,524
2025-2030: Population: Growth Rate	1.20%	1.20%	1.10%



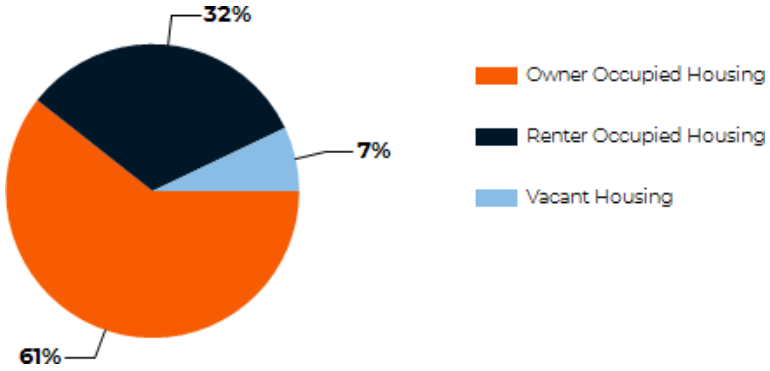
2025 HOUSEHOLD INCOME	1MILE	3 MILE	5 MILE
less than $15,000	168	730	1,065
$15,000-$24,999	215	825	1,152
$25,000-$34,999	240	791	1,077
$35,000-$49,999	380	1,119	1,610
$50,000-$74,999	535	1,538	2,272
$75,000-$99,999	339	927	1,340
$100,000-$149,999	156	693	1,078
$150,000-$199,999	38	247	406
$200,000 or greater	156	544	765
Median HH Income	$53,452	$52,667	$53,647
Average HH Income	$78,870	$80,617	$81,168

2025 Household Income



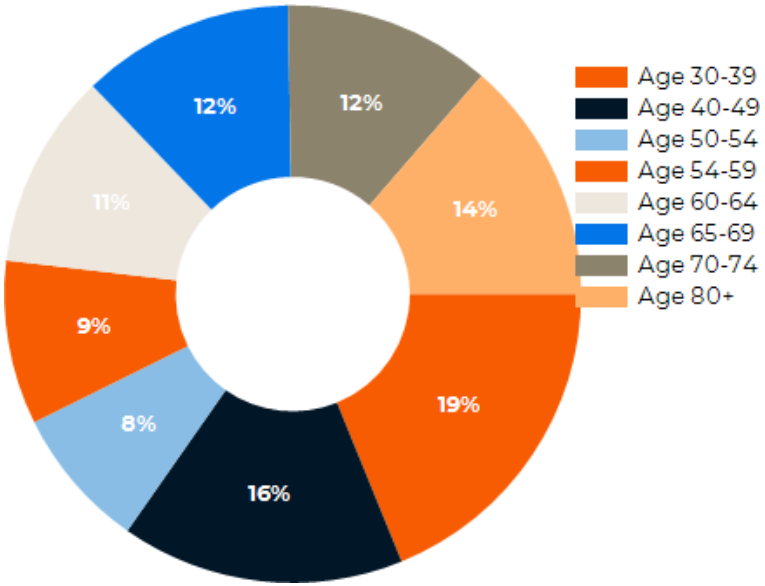
HOUSEHOLDS	1MILE	3 MILE	5 MILE
2000 Total Housing	2,180	7,008	10,296
2010 Total Households	2,159	7,076	10,340
2025 Total Households	2,226	7,413	10,766
2030 Total Households	2,273	7,570	10,983
2025 Average Household Size	2.10	2.09	2.12
2025-2030: Households: Growth Rate	2.10%	2.10%	2.00%

2025 Own vs. Rent - 1 Mile Radius

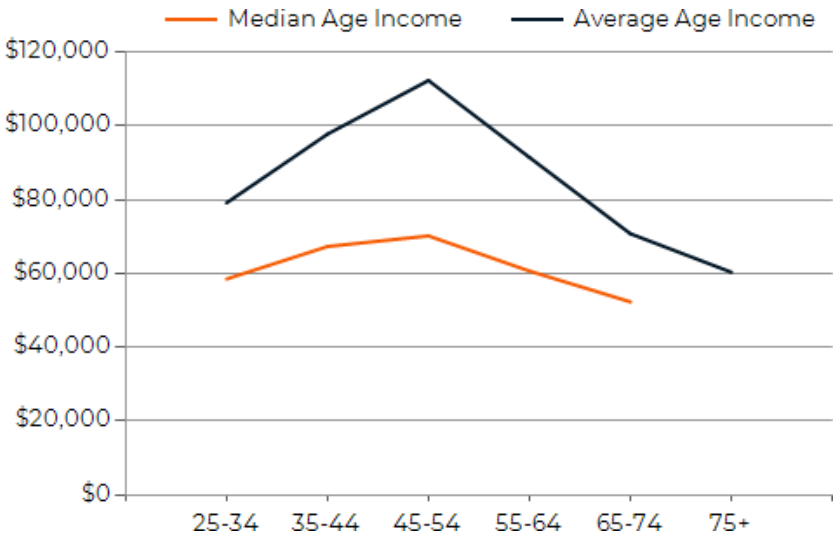


Source: esri

2025 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2025 Population Age 30-34	278	903	1,229
2025 Population Age 35-39	254	821	1,178
2025 Population Age 40-44	243	774	1,174
2025 Population Age 45-49	205	746	1,080
2025 Population Age 50-54	225	728	1,127
2025 Population Age 55-59	259	881	1,379
2025 Population Age 60-64	309	1,062	1,681
2025 Population Age 65-69	337	1,143	1,793
2025 Population Age 70-74	328	1,164	1,821
2025 Population Age 75-79	385	1,234	1,838
2025 Population Age 80-84	242	871	1,285
2025 Population Age 85+	192	819	1,145
2025 Population Age 18+	3,824	12,989	19,313
2025 Median Age	49	50	52
2030 Median Age	51	52	54



2025 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	$58,487	$56,988	$57,454
Average Household Income 25-34	$79,120	$80,072	$81,223
Median Household Income 35-44	$67,300	$74,593	$76,313
Average Household Income 35-44	$97,786	$104,836	$105,164
Median Household Income 45-54	$70,184	$72,645	$74,707
Average Household Income 45-54	$112,342	$119,479	$118,235
Median Household Income 55-64	$60,642	$58,129	$59,943
Average Household Income 55-64	$91,465	$87,108	$90,043
Median Household Income 65-74	$52,288	$51,300	$52,165
Average Household Income 65-74	$70,768	$76,089	$76,461
Average Household Income 75+	$60,314	$57,753	$56,459



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The information contained herein is not a substitute for a thorough due diligence investigation. JP Capital Solutions has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property.

The information contained in this offering memorandum has been obtained from sources we believe reliable; however, JP Capital Solutions has not verified, and will not verify, any of the information contained herein, nor has JP Capital Solutions conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

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MULTIFAMILY PROPERTY ADVISORS

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