

Offering Memorandum

**20312 Old Somerset Acres Lane
13-Unit Mobile Home Park
Spring Hill, FL**

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1. Executive Summary

The property at 20312 Old Somerset Acres Lane is a 13-unit mobile home park located in the rapidly growing market of Spring Hill, FL. This investment opportunity offers a stable cash flow and the potential for value-add improvements, making it an attractive option for both seasoned and first-time investors in the mobile home park sector.

2. Property Overview

- **Address:** 20312 Old Somerset Acres Lane, Spring Hill, FL
- **Property Type:** Mobile Home Park
- **Number of Units:** 13
- **Lot Size:** 2.88 Acres
- **Zoning:** ORMH; Trailer Park

- **Utilities:** Electric individually metered for each unit. The park utilizes a well and septic system. The septic system was completely redone in 2024.
 - **Parking:** Off-street parking available for all units
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3. Financial Highlights

- **Asking Price:** \$1,100,000.00
- **Current Occupancy Rate:** 100%
- **Annual Gross Income:** \$166,800.00
- **Operating Expenses:** \$38,468.00
- **Taxes:** \$12,768.00
- **Total Expenses:** \$51,236
- **Net Operating Income (NOI):** \$115,564
- **Cap Rate:** 10.51%
- **Current Rent:** \$1,500 for one unit, \$1,100 for 8 units, \$900 for 4 units
- **Potential for Rent Growth:** The subject property presents a unique opportunity to increase rental income through targeted rent growth. Currently, four units within the building are leased at \$900 per month. These units represent a significant opportunity to increase rents for four of the units to the current market rate of \$1,100 per month, thereby enhancing the property's overall cash flow.
- **Rent Increase for Four Units:** $\$200 \times 4 \text{ units} = \$800/\text{month}$
- **Annual Rent Increase:** $\$800/\text{month} \times 12 \text{ months} = \$9,600/\text{year}$
- This increase in rental income will directly improve the property's net operating income (NOI) and contribute to a stronger financial performance.
- **Market Rent Comparison:** An analysis of current market rents for comparable units in the area indicates that the proposed rent of \$1,100 per month is aligned with prevailing rates for similarly sized and conditioned units. The subject property, with minor upgrades and improvements, can easily command these higher rents due to its prime location and competitive positioning within the local rental market.

- **Conclusion:** Increasing rents by \$200 per month for these four units offers a clear and achievable path to enhanced revenue. This represents a relatively low-risk strategy to increase the property's income stream and overall value, and positions the property for greater financial success in the coming years.
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4. Investment Highlights

1. **Stable Income Stream:** With 13 units currently leased, the property generates consistent monthly cash flow.
 2. **Value-Add Potential:** Opportunities exist to increase income through rental rate adjustments and/or property upgrades.
 3. **High Demand Market:** Mobile home parks in Spring Hill are in high demand due to the area's population growth and affordability.
 4. **Proximity to Amenities:** Close to shopping, healthcare facilities, schools, and major transportation routes.
 5. **Limited Competition:** Few comparable properties are available in the immediate area.
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5. Location Overview

Spring Hill, FL, is located in Hernando County and is known for its strong community ties, excellent schools, and proximity to the Tampa Bay area. The area benefits from ongoing economic development and a growing population, making it a prime location for affordable housing options like mobile home parks.

6. Demographics

- **Population Growth:** 1.9% year over year.
 - **Median Household Income:** \$66,557.00
 - **Average Age:** 43.2
 - **Employment Sectors:** Major industries include healthcare, retail, and manufacturing.
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7. Market Overview

The mobile home park sector remains a highly resilient asset class, with strong demand driven by affordable housing needs. Spring Hill's growth trajectory and the scarcity of new mobile home parks in development contribute to the competitive advantage of this property.

8. Contact Information

For additional information or to schedule a property tour, please contact:

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Disclaimer:

This Offering Memorandum contains confidential information intended solely for the purpose of evaluating the property at 20312 Old Somerset Acres Lane. All information is believed to be accurate but should be independently verified by potential buyers. This document does not constitute an offer to sell or a solicitation to purchase securities.