

104 Lawson Ct
Tifton, GA 31794

16% Cash on Cash Day 1,
Stabilized With Upside
MHC, With Public Direct
Billed Utilities.

Lawson's Court MHP

PROPERTY ADDRESS

INVESTMENT OPPORTUNITY



Note to the reader: you will find links throughout the OM pages containing important information, we advise that you **click** on these links to learn more.

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Guidelines

The offering is being distributed exclusively by Marcus & Millichap REIS to the investment community. Following the initial bids, the owner will select an investor to purchase the property or request from a group of investors to submit a best and final offer, from which one will be selected. The selection will be based on a variety of factors including purchase price, contract terms, financial strength, ability to close, timing and experience in closing similar transactions.

All offers must be presented in writing and include:

- Price
- Source of capital
- Proof of funds
- Relevant experience
- Proposed schedule of due diligence and closing
- Amount of earnest money
- List of contingencies including committee approvals,
- possible 1031 exchanges, etc.

All interested investors are encouraged to schedule a property tour to visit the community and the surrounding market with an approved representative to fully appreciate its market position, quality and strong fundamentals.

Property Overview

Property Location

PARK NAME	Lawson's Court MHP
PROPERTY ADDRESS	104 Lawson Ct Tifton, GA 31794
COUNTY	Tift County
METRO AREA	Tifton MSA
PARCEL NUMBER(S)	See UW for complete parcel list

[Click Here To Access Due Diligence Items](#)



Site Description

PURCHASE PRICE	\$995,000
TOTAL RENTAL UNITS	17
TOTAL MOBILE HOME LOTS	17
EXPANSION APPROVED	No
TOTAL OTHER UNITS	0
TOTAL LAND AREA	9.65 Acres
ROADS	Public-Paved
FLOOD ZONE	Paritally, Yes
OPPORTUNITY ZONE	No

Mechanical Description

WATER SYSTEM	Public, Tenant Pays
SEWER SYSTEM	Public, Tenant Pays
ELECTRIC SERVICES	Public, Tenant Pays
GAS/PROPANE SERVICES	Public, Tenant Pays
TRASH	Curbside, Tenant Pays
CABLE SERVICES	Public, Tenant Pays
LAWNCARE SERVICES	Landlord Mows Commons
SNOW REMOVAL	No Snow

Property Description

Cash Flowing and Stabilized with Upside Manufactured Housing Community on Public Utilities in Tifton, GA.

The Esterson MHC Team is pleased to present Lawson's Court MHP, a stabilized and turn-key investment opportunity consisting of 17 manufactured housing lots in Tifton, GA. Located along Interstate 75, a major North-South thoroughfare, Tifton serves as the economic and medical hub of the region. It's also known for distribution centers, manufacturing, agriculture, and research and education. It's home to the 181-bed Tifton Regional Medical Center, a 1.5 million sq foot Target Distribution center, Kelley Manufacturing Company, the Abraham Baldwin Agricultural College, and the University of GA Tifton Campus. With a steadily growing population and consistently increasing rental rates, this park is well positioned to continue providing affordable housing.

Lawson's Court MHP is a total of 17 manufactured housing lots consisting of 2 tenant owned homes (TOH), 10 rented park owned homes (POH), 3 rent to own homes (RTO) and 2 vacant POH. The average lot rental rate per month is \$513, the average RTO payment above lot rent is \$583 and the average POH rent above lot rent per month is \$428. The POH's are an average age of 1995 and in good condition. The road is public and paved.

The park is serviced by public water and sewer that are billed directly to tenants. Trash is serviced by curbside bins and is billed directly to tenants. Electricity is also billed directly to tenants. The park is partially in a flood zone. The park is NOT in an opportunity zone.

We are asking investors to submit offers at \$995,000. All offers must include price, inspection timelines, proof of funds, and relevant real estate experience.

▶ HIGHLIGHTS

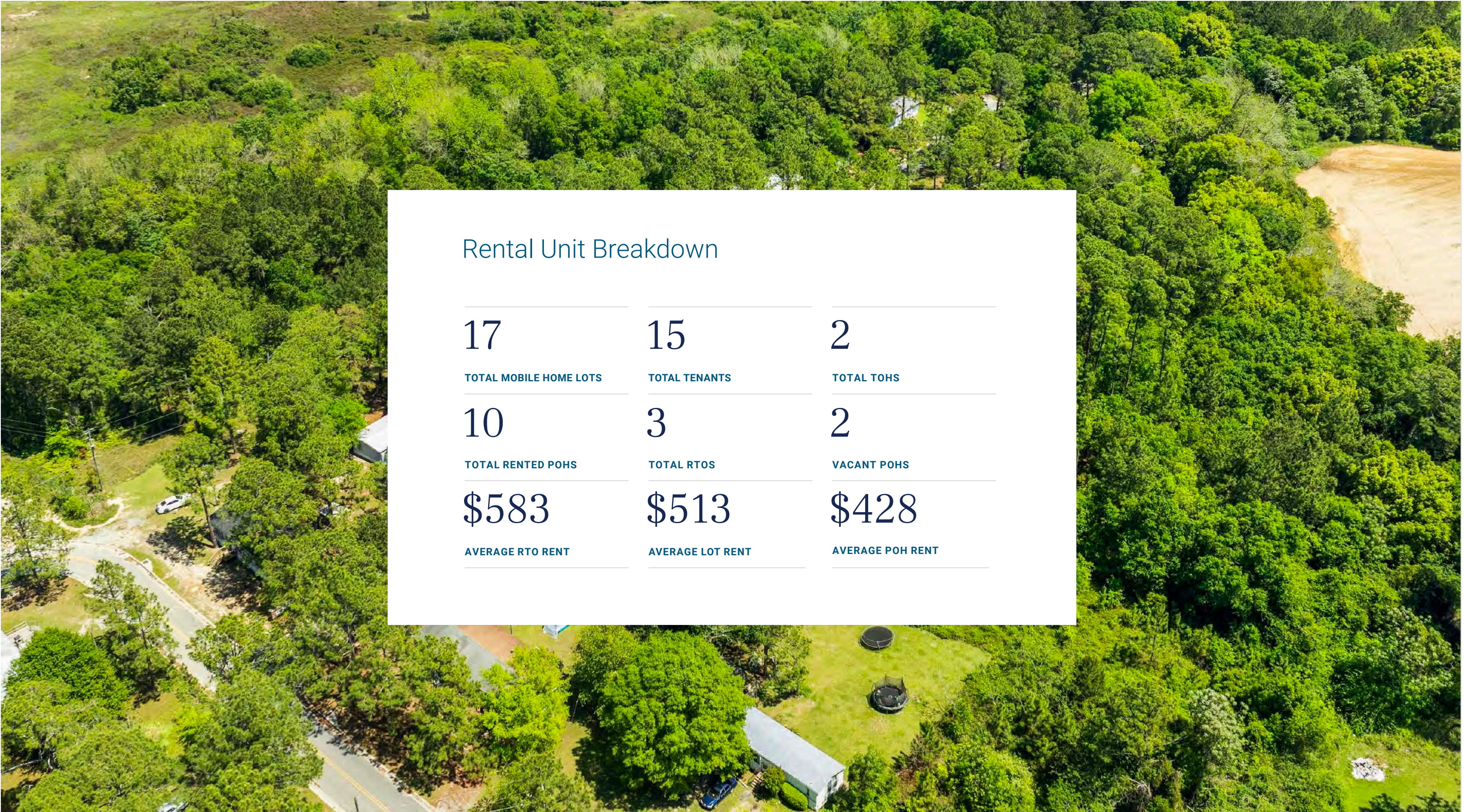
- All Utilities Public and Billed Directly to Tenants
- Road is Publicly Maintained
- Day One Cash on Cash 16% on Broker Adjusted Expense

▶ KNOWN ISSUES

- Partial Flood Zone

Local Market Statistics	City	County	MSA
	TIFTON, GA	TIFT COUNTY	TIFTON, GA MSA
POPULATION	17,357	41,554	50,237
GROWTH	0.70%	0.50%	N/A
MEDIUM HOME PRICE	\$285,000	\$274,500	\$285,000
2 BED APARTMENT	\$1,175	\$1,175	\$1,175
3 BED APARTMENT	\$1,350	\$1,350	\$1,350
MEDIAN INCOME	\$44,324	\$53,165	\$44,324





Rental Unit Breakdown

17

TOTAL MOBILE HOME LOTS

15

TOTAL TENANTS

2

TOTAL TOHS

10

TOTAL RENTED POHS

3

TOTAL RTOS

2

VACANT POHS

\$583

AVERAGE RTO RENT

\$513

AVERAGE LOT RENT

\$428

AVERAGE POH RENT

Investment Summary

Pricing

OFFERING PRICE	\$995,000
CAP RATE (LOT RENT ONLY)	13.4%
GLOBAL CAP RATE	14.1%
PRICE PER LOT	\$42,014
PRO FORMA VALUE	\$1,262,563

Upside Comments

The upside on this deal consists of filling 2 vacant park owned homes and responsibly reaching market lot rent.

Capitalized Revenues	P&L 0	P&L 1	P&L 2	P&L 3
	T-12 P&L - From Seller	T-1 P&L - From Seller	T-1 P&L - Broker Adjusted	Mark-To-Market
TOTAL GROSS INCOME (ALL REVENUES)	\$155,607	\$181,483	\$162,852	\$171,876
TOTAL GROSS EXPENSE (ALL EXPENSES)	\$41,361	\$41,361	\$51,321	\$58,676
GLOBAL NOI:	\$114,246	\$140,122	\$111,531	\$113,200
GLOBAL CAP RATE:	11.5%	14.1%	11.2%	11.4%
TOTAL INCOME (PARK ONLY)	\$96,783	\$109,183	\$90,552	\$109,956
TOTAL EXPENSES (PARK ONLY)	\$13,720	\$13,730	\$25,671	\$27,716
NET OPERATING INCOME (PARK ONLY)	\$83,063	\$95,463	\$64,881	\$82,240
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POH Revenues	P&L 0	P&L 1	P&L 2	P&L 3
TOTAL POH & RTO REVENUE	\$58,824	\$72,300	\$72,300	\$61,920
POH & RTO EXPENSES	\$27,642	\$27,642	\$25,650	\$30,960
POH / RTO NET INCOME	\$31,182	\$44,658	\$46,650	\$30,960
TOTAL POH / RTO VALUE	\$280,760			
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Investment Metrics	P&L 0	P&L 1	P&L 2	P&L 3
LOT RENT CAP RATE	11.6%	13.4%	9.1%	11.5%
GROSS CAP RATE (PARK & POH)	11.5%	14.1%	11.2%	11.4%
CASH ON CASH LEVERED	16.7%	25.3%	15.8%	16.3%

Property Revenue & Expense

	P&L 0	P&L 1	P&L 2	P&L 3	Comments
	Sellers Actuals	Sellers Actuals	Broker Adjusted	Maximized	
	REVENUE: T12 P&L	REVENUE: RR, JAN. 2026	REVENUE: RR JAN. 2026	PRO-FORMA (MARKET)	
	ACTUAL P/SELLER RECORDS	CURRENT RENTS PER RR	CURRENT RENTS PER RR	MARKET RENTS	
	REVENUE AS REPORTED	100% OCCUPANCY	100% OCCUPANCY	100% OCCUPANCY	
	EXPENSE AS REPORTED	BROKER ADJUSTED EXPENSE	BROKER ADJUSTED EXPENSE	BROKER ADJUSTED EXPENSE	
LOT RENT REVENUE	\$80,000	\$92,400	\$92,400	\$112,200	P&L 3: Based on Market Lot Rent of \$550
FEE REVENUE (RE)	\$16,783	\$16,783	\$1,848	\$2,244	P&L 0,1: As Reported P&L 2,3: 2% of Total Revenue
COLLECTIONS LOSS/BAD DEBT	\$0	\$0	\$3,696	\$4,488	P&L 0,1: As Reported P&L 2,3: 4% of Total Revenue
TOTAL REVENUE	\$96,783	\$109,183	\$90,552	\$109,956	
PROPERTY TAX	\$3,130	\$3,130	\$4,695	\$4,695	P&L 0,1: Actual P&L 2,3: Adjusted by Broker Estimate
INSURANCE EXPENSE	\$2,798	\$2,798	\$3,400	\$3,400	P&L 0,1: As Reported P&L 2,3: \$200 Per Unit/Year
REPAIRS & MAINTENANCE SERVICES	\$2,908	\$2,908	\$2,975	\$2,975	P&L 0,1: As Reported P&L 2,3: \$175 Per Unit/Year
MOWING, LANDSCAPING & SNOW SERVICES	\$4,099	\$4,099	\$3,060	\$3,060	P&L 0,1: As Reported P&L 2,3: \$180 Per Unit/Year
WATER SERVICES	\$0	\$0	\$0	\$0	Direct Billed to Tenants
SEWER SERVICES	\$0	\$0	\$0	\$0	Direct Billed to Tenants
TRASH SERVICES	\$0	\$0	\$0	\$0	Direct Billed to Tenants
ELECTRIC SERVICES	\$785	\$785	\$785	\$890	P&L 0,1: As Reported: \$4 P&L 2: \$4 P&L 3: \$4 Per Tenant/Month
ON-SITE MANAGEMENT	\$0	\$0	\$4,528	\$5,498	P&L 0,1: As Reported P&L 2,3: 5% of Total Revenue
3RD PARTY MANAGEMENT	\$0	\$0	\$4,528	\$5,498	P&L 0,1: As Reported P&L 2,3: 5% of Total Revenue
GENERAL & ADMIN SERVICES	\$0	\$0	\$1,700	\$1,700	P&L 0,1: As Reported P&L 2,3: \$100 Per Unit/Year
TOTAL EXPENSES	\$13,720	\$13,720	\$25,671	\$27,716	
EXPENSE RATIO	14.2%	12.6%	28.3%	25.2%	
NET OPERATING INCOME (NOI)	\$83,063	\$95,463	\$64,881	\$82,240	
CAP RATE	11.6%	13.4%	9.1%	11.5%	
POH INCOME	\$58,824	\$51,300	\$51,300	\$61,920	P&L 3: Based on a POH Rent of \$430
RTO INCOME	\$0	\$21,000	\$21,000	\$0	P&L 1,2: Per Rent Roll P&L 3: RTO Complete, Income Removed
POH/RTO EXPENSES	\$27,642	\$27,642	\$25,650	\$30,960	P&L 0,1: As Reported P&L 2,3: 50% Expense Ratio
NET POH/RTO INCOME	\$31,182	\$44,658	\$46,650	\$30,960	
CASH FLOW BEFORE DEBT	\$114,246	\$140,122	\$111,531	113,200	
DEBT SERVICE - NEW LOAN	\$64,508	\$64,508	\$64,508	\$64,508	
NET INCOME	\$49,737	\$75,613	\$47,023	\$48,692	
CASH ON CASH RETURN	16.7%	25.3%	15.8%	16.3%	
DEBT COVERAGE RATIO (DCR)	1.29	1.48	1.01	1.27	Based on Lot Rent Revenue Only
GLOBAL DEBT COVERAGE RATIO (DCR)	1.77	2.17	1.73	1.75	Based on Gross Rent Revenue
GLOBAL CAP RATE	11.5%	14.1%	11.2%	11.4%	

Advertised Pricing	P&L 1	Per Unit	Comments
REAL ESTATE VALUE*	\$714,240	\$42,014	13.4% Cap Rate
POH VALUE	\$234,560	\$19,547	12 Park Owned Homes
GI D VALUE	\$46,200	\$15,400	3 RTO Contracts
TOTAL VALUE	\$995,000		

Upside Value	P&L 3	Comments
REAL ESTATE VALUE	\$1,028,003	8% Cap Rate
POH VALUE	\$234,560	
RTO VALUE	\$0	RTO Complete, Value Removed
TOTAL VALUE	\$1,262,563	

Unit Types	Count	Avg Rent
TOTAL RENTABLE UNITS	17	
TOTAL MOBILE HOME UNITS	17	
TENANT OWNED HOME	2	\$513
RENTED PARK OWNED HOME (POH)	10	\$428
VACANT PARK OWNED HOME (POH)	2	\$430
TOTAL RENT TO OWN (RTO)	3	\$583

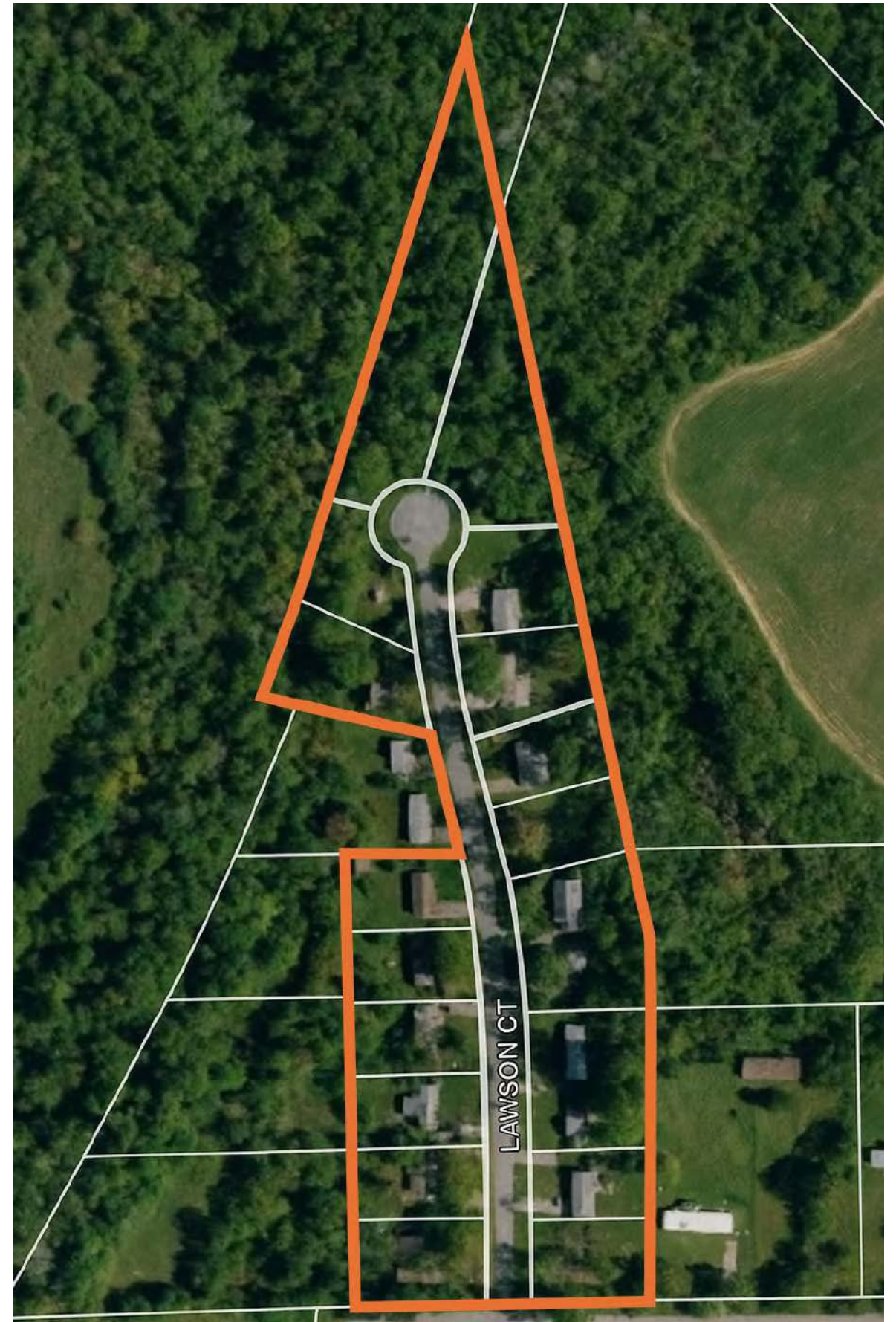
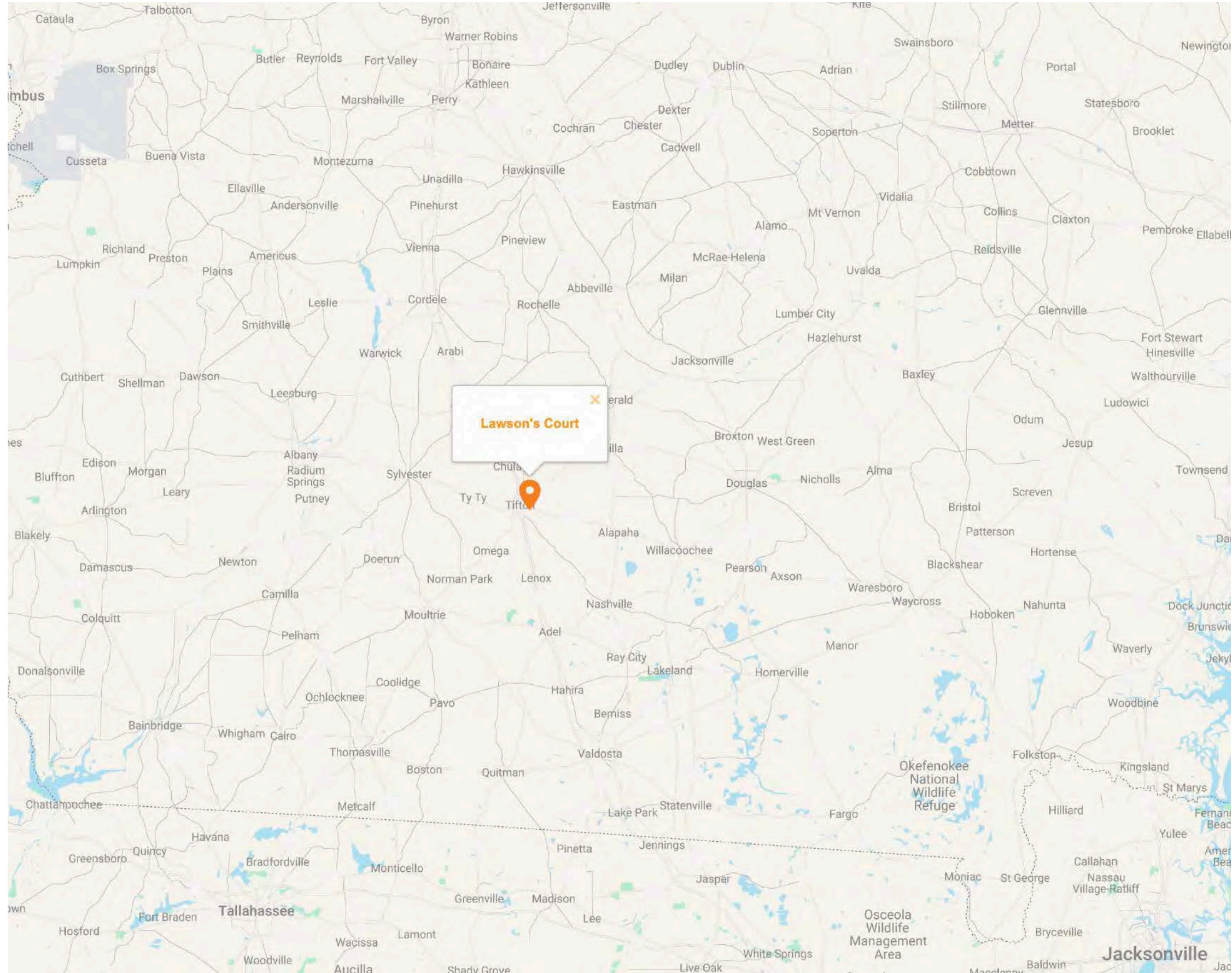
Loans	New Loan	Loan Info	Comments
LOAN AMOUNT	\$696,500	Recourse	70% LTV, POH Included
INTEREST RATE	8.00%	Community Bank	
AMORTIZATION	25	Balloon	



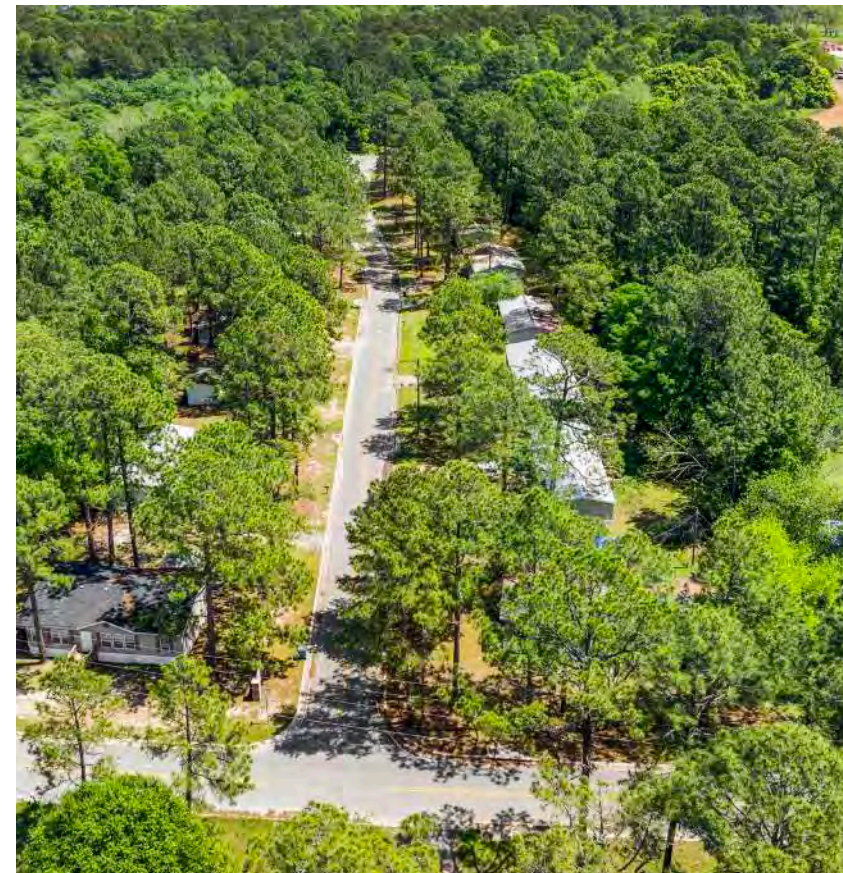
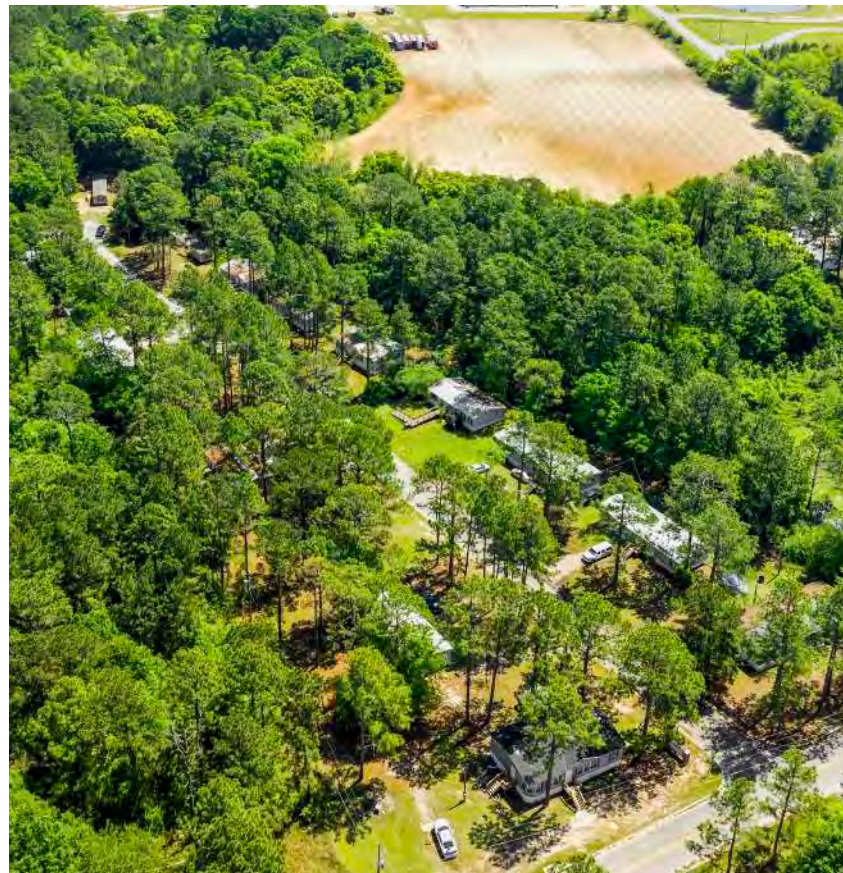
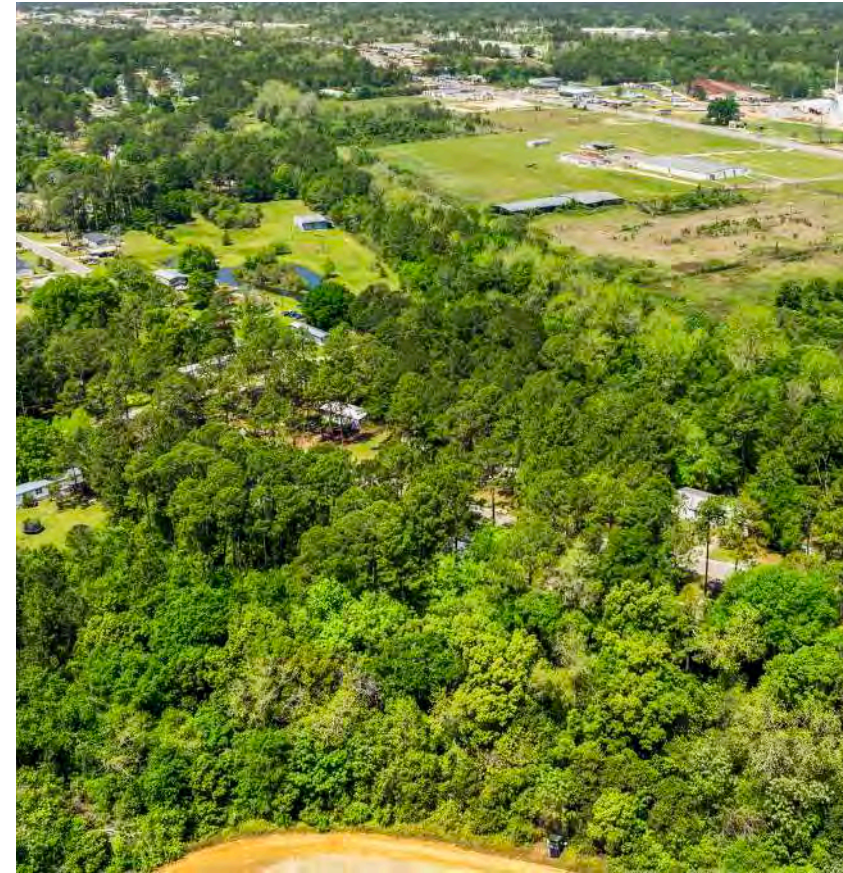
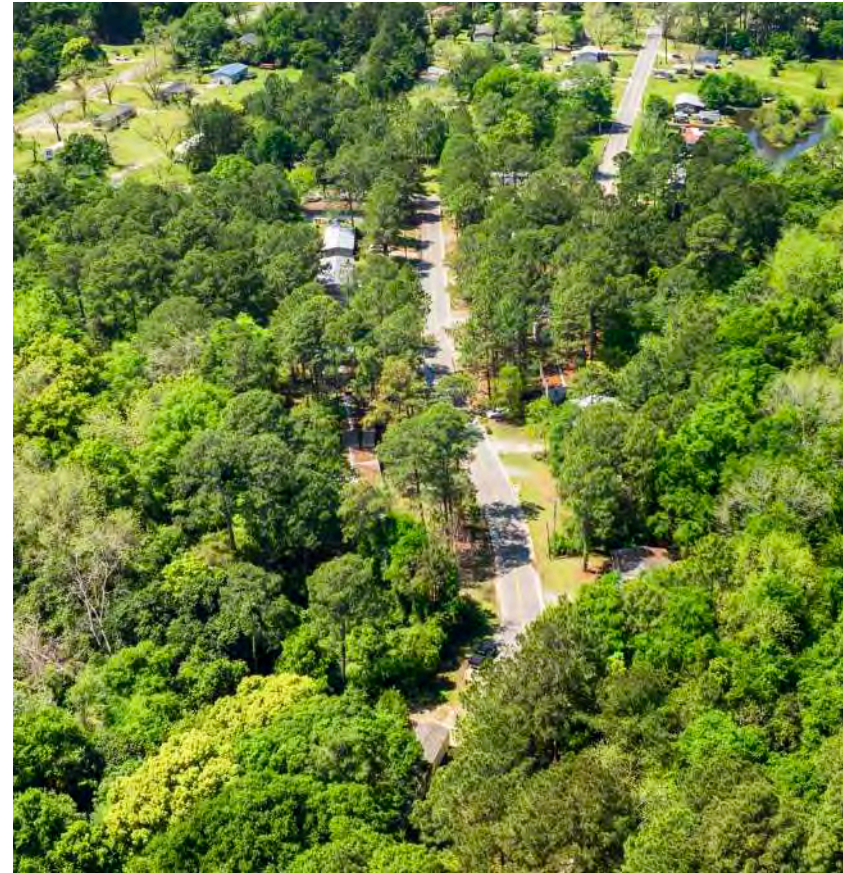
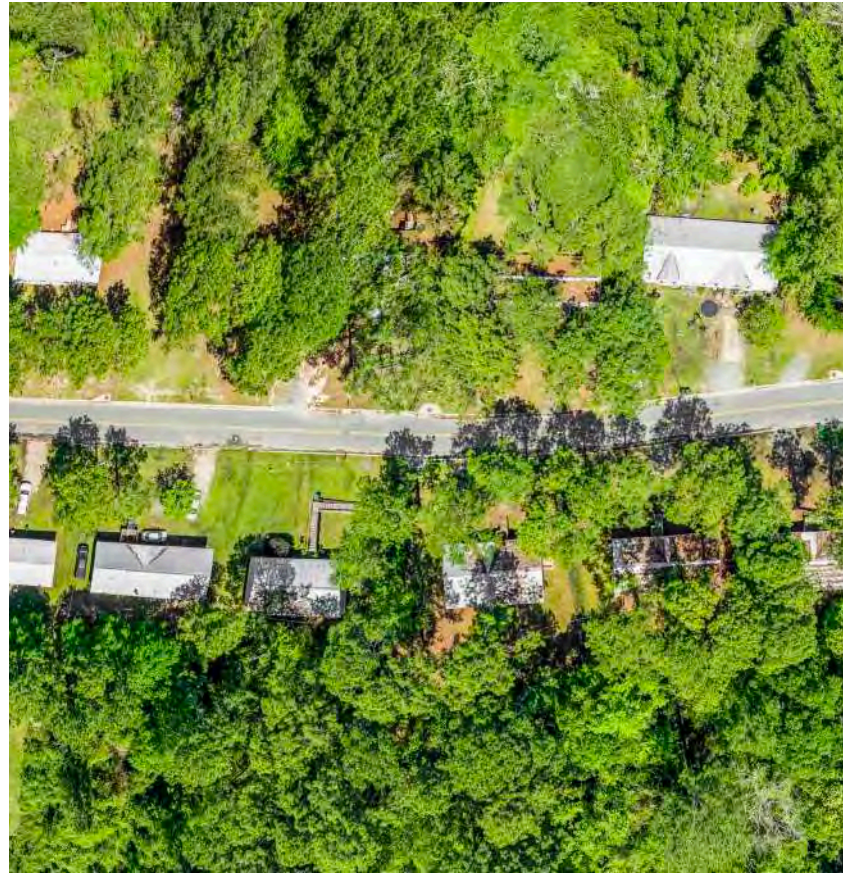
Infrastructure	Type	Comments
WATER SYSTEM	Public	Tenant Pays
SEWER SYSTEM	Public	Tenant Pays
TRASH	Curbside	Tenant Pays
ELECTRIC SERVICES	Public	Tenant Pays
GAS SERVICES	Public	Tenant Pays

Uses of Capital	Amount	% of Purchase
TOTAL PURCHASE PRICE	\$995,000	100%
1ST POSITION LOAN	\$696,500	70%
CASH TO CLOSE	\$298,500	30%

► Location Map and Property Parcel



▶ Property Photos



▶ Property Photos



Brokerage Team

Dylan Hellberg is a Vice President Investments in Marcus & Millichap's Charleston office, specializing in the sale of manufactured housing and RV communities. He assists clients in achieving top-of-market pricing and executing effective action plans for their investments.

Since joining Marcus & Millichap in 2019, Dylan has facilitated the sale of 76 communities. His dedication to excellence has earned him the Sales Recognition Award (SRA), reflecting his outstanding performance in the commercial real estate industry. Dylan's success is rooted in his innovative marketing strategies and deep understanding of his clients' unique needs.

Originally from Los Angeles, Dylan developed a passion for sales after graduating college. He excelled as a top salesperson and sales manager in the automotive industry before transitioning to real estate, where he quickly established himself as a leader in his field.

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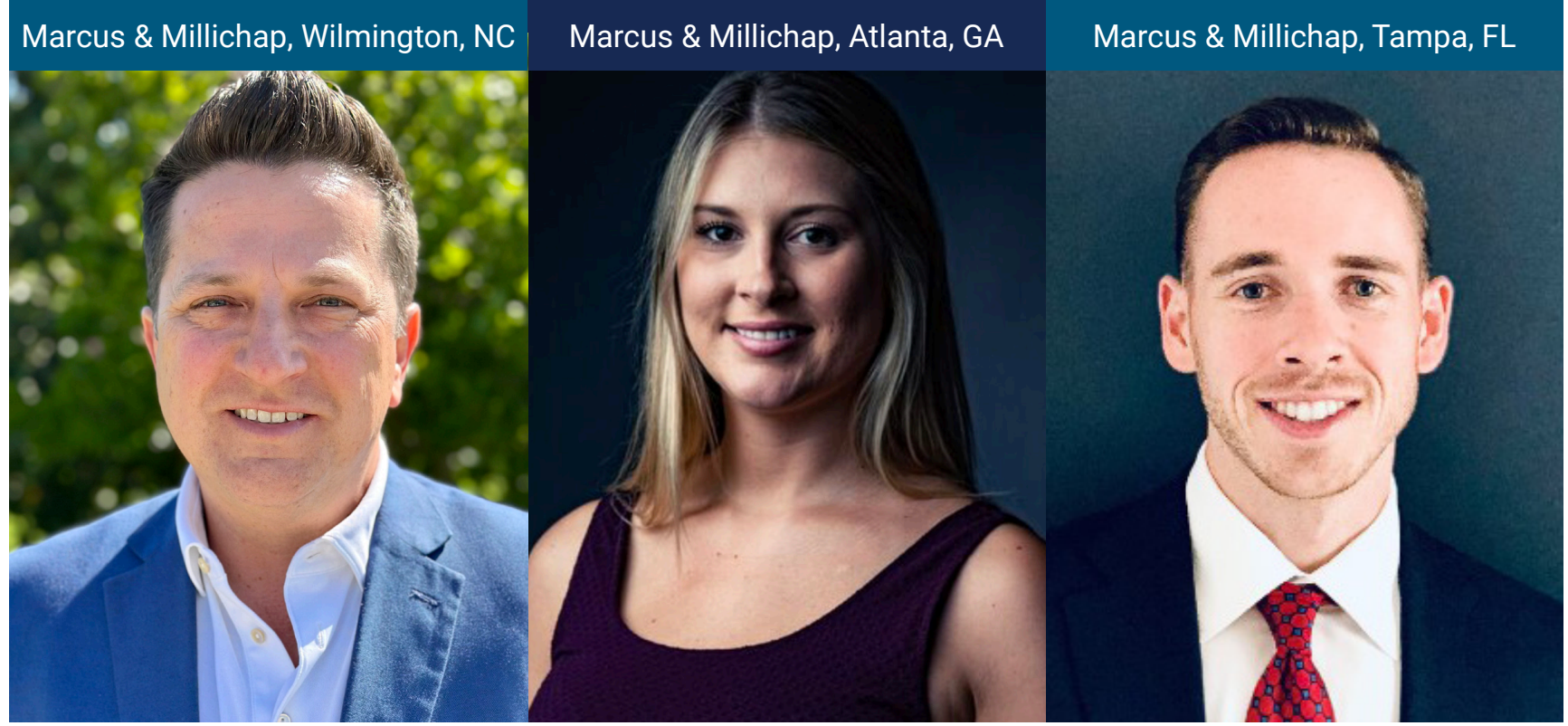
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Sallie Whitehurst
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Taylor Murphy
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