



Mobile Hacienda Park

8200 CHERRY AVE · FONTANA, CALIFORNIA · INLAND EMPIRE

ASKING PRICE

\$5,500,000

\$107,843 per site

TOTAL UNITS

51

50 MH Spaces + 1 Manager SFR

CURRENT NOI

\$301,704

5.49% Cap Rate

PRO FORMA NOI

\$337,090

6.13% Cap Rate

OCCUPANCY

100%

50 MH Spaces + Manager's SFR

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INVESTMENT HIGHLIGHTS

Pillars of Value

Four reasons why Mobile Hacienda Park represents durable income with measurable upside.

01

CASH FLOW

Immediate, In-Place Income

\$301,704 current NOI at 100% occupancy on trailing-twelve actuals (Jun 2025–May 2026). All 51 units occupied per the 5/31/26 rent roll — no renovation or value-add execution required to clip coupon Day 1.

5.49%

CURRENT CAP RATE

02

ASSET STRUCTURE

100% Tenant-Owned Homes

Zero park-owned homes across all 50 MH spaces eliminates CapEx, R&M, and home-financing exposure. Tenant-owned, tenant-maintained homes mean the owner operates a pure lot-rent business — with a single-family residence on-site retained as the resident manager's unit.

\$0

PARK-OWNED HOME CAPEX

03

RENT UPSIDE

Organic Lot Rent Growth

In-place rents averaging \$851/mo trail a regional median lot rent that already exceeds \$1,000. A 5% mark-to-market and disciplined expenses underwrite the 6.13% pro forma.

+\$35K

NOI LIFT TO PRO FORMA

04

REGULATORY

Outside Fontana Rent Control

While the property carries a Fontana mailing address, the parcel sits in **unincorporated San Bernardino County** — outside Fontana's rent-control ordinance. The County imposes no MHP rent cap, and California's AB 1482 exempts MHCs entirely.

None

APPLICABLE RENT CAP

Buyer to independently verify jurisdiction and applicable rent-control status with the City of Fontana, San Bernardino County, and qualified counsel. CRI Brokerage makes no representation as to current or future regulatory status.

02

Property Overview



02 · PROPERTY OVERVIEW

Property Information

Address	8200 Cherry Ave	Total Units	50 MH Spaces + 1 Manager SFR
City, State	Fontana, CA 92335	Designation	All-Age
County	San Bernardino	Occupancy	100%
APN	<u>0230-051-10</u>	Sites / Acre	10.46
Lot Size	±4.55 AC	Ownership	Fee Simple

AMENITIES Laundry · Pool · Ample Parking

UTILITIES

SERVICE · PROVIDER	PAID BY
Electric · SoCal Edison	Tenant
Gas · SoCal Gas	Tenant
Water · Public / Sub-Metered	Tenant
Sewer · City + Septic	Mixed
Trash · Burrtec	Tenant



AERIAL & SITE PLAN

±4.55 AC · I-10 Corridor · Fontana, CA 92335

NORTH ↑
34.0922° N · 117.4350° W



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

03

Location
& Market



MARKET CONTEXT

A supply-constrained submarket.

This attractive 51-unit All-Age MHC is positioned in one of SoCal's most supply-constrained markets — making this a phenomenal opportunity.

Fontana sits along the I-10 corridor with direct access to major employment drivers including Amazon, Target, UPS, and Kaiser Permanente. Strong job and population growth have pushed median home values above \$555,000 — making manufactured housing a critical and durable component of the regional affordable housing supply.

With conventional apartment rents exceeding \$2,150/month and new MHP entitlements effectively unavailable, the property's in-place lot rents averaging \$851/month represent a significant affordability discount with meaningful runway for organic growth.

DEMOGRAPHICS

Trade-Area Snapshot

	5 - MILE	10 - MILE	20 - MILE
Population	388,500	1,248,300	3,187,400
Households	103,200	370,500	965,800
Med. Household Income	\$80,941	\$87,600	\$89,500
Med. Home Value	\$555,200	\$605,300	\$622,400
Med. Gross Rent	\$2,150	\$1,975	\$1,960
Unemployment Rate	6.0%	5.7%	5.5%
Employed Population	174,500	583,400	1,508,200

Source: ESRI / Census / DataUSA. Buyer to verify.

FONTANA, CA

SAN BERNARDINO CO.

I-10 CORRIDOR

INLAND EMPIRE

04

Financial Analysis



INCOME & EXPENSE SUMMARY

Current vs. Pro Forma

	CURRENT	PRO FORMA
Gross Potential Rent	\$501,874	\$546,994
Vacancy & Credit Loss	(\$15,596)	(\$17,176)
Other Income	\$61,410	\$59,842
Effective Gross Income	\$547,689	\$589,661
Property Taxes · Prop 13 Reset @ 1.10%	(\$60,500)	(\$60,500)
Other Operating Expenses	(\$185,485)	(\$192,071)
Total Operating Expenses	(\$245,985)	(\$252,571)
Net Operating Income	\$301,704	\$337,090
Cap Rate @ \$5,500,000	5.49%	6.13%
Expense Ratio	44.9%	42.8%
Price Per Site	\$107,843	—

Current reflects trailing-twelve seller actuals (Jun 2025 – May 2026) with two adjustments: property tax reset to the Prop 13 basis (1.10% × \$5,500,000) and trash expense restated to actual 12-month Burrtec billing (\$25,331). Pro forma marks rents to the 5/31/26 rent roll +5%, grows other operating expenses 3%, sets management at 4% of EGI, and excludes a CapEx reserve. Buyer to verify with the San Bernardino County Assessor.

NOI GROWTH BRIDGE

$$\begin{array}{ccccccc}
 \text{CURRENT} & & & & \text{INCOME GROWTH} & & & & \text{EXPENSE ESC.} & & & & \text{PRO FORMA} \\
 \$301,704 & + & & & \$42K & - & & & \$7K & = & & & \$337,090
 \end{array}$$

AVG. MONTHLY RENT

\$851

per site (in-place)

MONTHLY RENT ROLL

\$43,412

51 occupied units

NOTE

"Pro forma NOI implies a \$5,860,000 value at a 5.75% market cap — roughly \$360K above the \$5,500,000 offer."

SALE COMPARABLES

Recently Closed in the Region

Subject pricing at \$107,843/site reflects Fontana's premium Inland Empire position, 100% occupancy, and unincorporated-county jurisdiction.

#	PROPERTY	CITY	SITES	SALE PRICE	PRICE / SITE	DATE
SUBJ.	Mobile Hacienda Park	Fontana	51	\$5,500,000	\$107,843	On-Market
1	Bel-Aire Mobile Estates	Jurupa Valley	40	\$8,300,000	\$132,500	Sep 2024
2	Parkers Trailer Park	S. El Monte	42	\$2,680,000	\$102,381	Apr 2024
3	Magnolia Trailer Park	El Monte	40	\$4,005,000	\$102,379	Aug 2025
4	Lazy Spokes Senior Mobile Park	Whittier	32	\$3,170,000	\$99,063	Jan 2026
Comparables Average			39	—	\$109,081	

SUBJECT VS. COMPS

-1.1%
below comp avg of \$109,081/site

SUBMARKET RANGE

\$99K – \$133K
per site, last 24 months

COMP SET AVG. SIZE

39 sites
subject is 31% larger

Note: Buyer to verify all information.

01 · LISTING TEAM

Contact Our Team



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02 · SUBMISSION DETAILS

Letter of Intent

Interested parties are invited to submit a non-binding Letter of Intent to tbeniamen@cricommercial.com and/or pbrazil@cricommercial.com. Each offer should include:

- Purchase Price
- Earnest Money Deposit
- Due Diligence Period
- Closing Timeline
- Buyer Qualifications
- Financing Summary

[EMAIL TEAM FOR DUE DILIGENCE VAULT →](#)

03 · DISCLAIMER

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