



55
PADS
ON THE RIM



4074 Hwy 441 SE

OKEECHOBEE, FLORIDA

OFFER MEMORANDUM

Peter Dacko

Media Realty & Advisors

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TARGETED EXPOSURE
Maximum visibility to
qualified buyers



DATA-DRIVEN STRATEGY
Market insights that
drive results



MAXIMUM VALUE
Positioned to achieve the
best possible outcome

VALUE-ADD INVESTMENT OPPORTUNITY



This represents a compelling **value-add opportunity**, offering upside through rent adjustments. Currently operating below market rents, the communities provide immediate potential for increased revenue through lease-up of vacant pads and rental rate realignment.



Market research indicates that typical lot rents in the surrounding area average **\$550 per month**, while legacy leases at the subject properties are currently **under market by approximately \$100 per pad**, highlighting an additional income growth lever.

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The information contained herein is not a substitute for a thorough due diligence investigation. Media Realty 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, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the 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 Marketing Brochure has been obtained from sources we believe to be reliable; however, Media Realty has not verified, and will not verify, any of the information contained herein, nor has Media Realty 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 the information set forth herein.

Peter Dacko

Executive Managing Director of Investments

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License FL BK0600065



YR

YEAR BUILT

1990

RV

RV SPACES

55

BS

BOAT SLIPS

7

AC

LOT SIZE

2.1 ACRES

ZN

ZONING

RR • RESIDENTIAL
RURAL

EXECUTIVE SUMMARY

Lakeside RV Park — 4074 US Highway 441 SE, Okeechobee, Florida

A privately owned, year-round waterfront RV community positioned along a rim canal near Lake Okeechobee. The property includes approximately 55 RV spaces, seven boat slips and one park-owned single-family residence on roughly 2.1 acres.

The park has historically operated at high occupancy, with a blend of permanent and seasonal residents. Amenities include full hook-ups, laundry facilities, city water and private septic service. Most sites support 30-amp service, with select waterfront and park-owned sites upgraded to 50-amp service.

Waterfront lots back directly to the canal, providing scenic views and convenient access to boating and fishing. Current monthly site rents are generally in the \$500–\$600 range, leaving room to evaluate operating and rental-rate upside as the property is modernized and stabilized.

With established operations, waterfront utility and proximity to Lake Okeechobee, Lakeside RV Park offers a durable income-producing platform with value-add potential through occupancy recovery, rent optimization and continued capital improvements.

OFFERING SUMMARY



PROPERTY INFORMATION

NAME	Lakeside RV Park
ADDRESS	4074 Hwy 441 SE
COUNTY	OKEECHOBEE
LAND ACRES	2.1
NUMBER OF UNITS	55
LOT RENT ONLY (rented pads)	53
APN	1-36-37-35-0A00-00033-0000
APN	1-36-37-35-0A00-00034-A000
OWNERSHIP TYPE	FEE SIMPLE

FINANCIAL SUMMARY

OFFERING PRICE	\$3,150,000
PRICE PER UNIT	\$57,272.73
CURRENT GROSS	\$369,374
POTENTIAL GROSS INCOME	\$413,800
NOI (CURRENT)	\$169,337
NOI (MARKET)	\$263,731
CAP RATE (CURRENT)	5.70%
CAP RATE (MARKET)	8.50%
GRM (CURRENT)	8.4
GRM (MARKET)	7.7



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EXECUTIVE SUMMARY

GROWING DEMAND. STABLE MARKET. COMPELLING UPSIDE.

AFFORDABLE
HOUSING.
STRONG
FUNDAMENTALS.
LASTING VALUE.



AFFORDABLE HOUSING DEMAND

- Mobile home parks offer a low-barrier entry to homeownership or rental, making them increasingly attractive in Okeechobee.
- Rising housing costs in South and Central Florida are driving investors to markets like Okeechobee where affordable options are limited.



STABLE, CASH-FLOWING ASSETS

- Mobile home parks are viewed as recession-resistant with low turnover and high occupancy rates.
- Institutional and private investors are drawn to the high cap rates found in smaller Florida markets compared to metro areas.



LOCAL MARKET APPEAL

- Okeechobee has a growing retiree and seasonal population, ideal for mobile home living.
- The city benefits from proximity to Lake Okeechobee and recreation areas, making it attractive for both permanent residents and snowbirds.



LOW OPERATIONAL COSTS

- Compared to multifamily, MHPs often have lower management and maintenance overhead, especially when tenant-owned homes are prevalent.
- This appeals to value-add investors looking to optimize operational efficiencies.



ZONING & REGULATORY CLIMATE

- Okeechobee County has historically been more permissive toward mobile home developments than many coastal areas.
- This relative flexibility creates opportunities for expansion or infill development.



VALUE-ADD OPPORTUNITIES

- **Pad upgrades & utility infrastructure:** Investors see value in increasing lot counts, upgrading septic and water systems, and billing utilities back to tenants.
- **High yield potential:** Compared to traditional multifamily assets, MHPs often offer superior cap rates, with many investors targeting higher cap rates in tertiary markets like Okeechobee.



TARGETED OPPORTUNITY

Affordable housing in a growing market.



STRONG FUNDAMENTALS

Stable cash flow and high occupancy.



VALUE-ADD UPSIDE

Infrastructure and expansion potential.



PUBLIC & PRIVATE DEMAND

Growing retiree and seasonal population.

VALUE-ADD INVESTMENT OPPORTUNITY



This represents a compelling **value-add opportunity**, offering upside through rent adjustments. Currently operating below market rents, the communities provide immediate potential for increased revenue through lease-up of vacant pads and rental rate realignment.



Market research indicates that typical lot rents in the surrounding area average **\$550 per month**, while legacy leases at the subject properties are currently **under market by approximately \$100 per pad**, highlighting an additional income growth lever.

WHY PETER DACKO & MEDIA REALTY

UNIQUE SELLING PROPOSITION

Peter Dacko provides an unparalleled level of service and expertise which lends his clients the ability to achieve cutting-edge net returns. This is because Peter Dacko has an extremely unique skill set. Having been employed with the nation's leaders in real estate investment brokerage services, Peter has adapted the methodologies for the disposition for high-net-worth individuals and their assets and has applied it to the mid-core assets class with the greatest of success. Peter also utilizes the best market strategies gleaned from the residential market creating a seamless platform which emphasizes people first followed by strong underwriting, creating and adhering to specific business plans, maintaining a wide area database of investors and producing the best marketing materials which all the guarantees his ability to meet or exceed your expectations.

With the plethora of experience including over 25 years of commercial brokerage experience, owning a portfolio of residential income mid-core properties, principal owner in the South Florida Appraisal House and the owner/broker of Media Realty, Peter is positioned to facilitate any acquisition or disposition transaction large or small because his skill set and a core philosophy that is unique and specific to the mid-core asset class.

In addition to utilizing the various online platforms to provide exposure such as the Multiple Listing Service, LoopNet, Costar, CREXi, and a host of additional online partnerships, Peter has curated an expansive list of investors specific to the mid-core asset class. **This allows for the shotgun as well as a sniper approach to marketing where it's not uncommon to locate the highest and most probable buyer. To put it in perspective it's like having 75,000 snipers all at the same target at the same time.**

MEDIA REALTY SERVICES



BROKERAGE SERVICES

Our marketing program is a unique action plan, which encompasses many areas of property promotion.



COMMERCIAL REAL ESTATE

Media Realty is a full-service real estate company with a business platform which includes brokerage services



RESIDENTIAL REAL ESTATE

Media Realty Residential is our specialized brokerage arm dedicated to assisting principals in residential transactions.



PROPERTY MANAGEMENT

Media Realty is committed to building long-term relationships that will enable our clients to maximize



LAND & DEVELOPMENT SERVICES

As Dade and Broward counties are virtually built out, Media Realty's highest and best use platform



MARKET INTELLIGENCE

As a commitment to the communities in which we serve, Media Realty believes the flow of information should be free-flowing.



LANDLORD TENANT REPRESENTATION

Media Realty understands the importance of finding and leasing to tenants who only show the proper credentials.



VALUATION SERVICES

Through our affiliate company, The South Florida Appraisal House, we can provide you with various reports



BROKERAGE CONTINUUM

Transaction Management Media Realty...Average DOM 33 Media Realty...List Price vs. Sale Price 97.01%



MARKET
LOCATION

DESTINATION: OKEECHOBEE





OKEECHOBEE, FLORIDA

A STRATEGIC INLAND
 FLORIDA MARKET
 WITH LIFESTYLE APPEAL
 AND LONG-TERM UPSIDE.



WELCOME TO OKEECHOBEE



Okeechobee, Florida presents a compelling opportunity for investors and developers seeking growth in an authentic, outdoor-centric Florida community. Anchored by Lake Okeechobee—the state's largest freshwater lake—the region is known for world-class fishing, boating, and eco-tourism appeal.



The 109-mile Lake Okeechobee Scenic Trail attracts cyclists, hikers, and birdwatchers from across the state.



A strong agricultural heritage and local culture are highlighted by events such as the Okeechobee Cattlemen's Rodeo and the Okeechobee Music & Arts Festival.



The local economy is supported by tourism, residential growth, farming, cattle ranching, and logistics.



Its strategic inland location offers accessibility to both coasts and positions Okeechobee for long-term appreciation.



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MARKET DYNAMICS & INVESTMENT APPEAL

Mobile Home Parks | Okeechobee, Florida



1. AFFORDABLE HOUSING DEMAND

- Mobile home parks offer a **low-barrier entry** to homeownership or rental, making them increasingly attractive in markets like Okeechobee.
- Rising housing costs in South and Central Florida are pushing investors to target tertiary markets for yield and long-term stability.



2. INTEREST IN STABLE, CASH-FLOWING ASSETS

- Mobile home parks are viewed as **recession-resistant** with **low turnover** and **high occupancy rates**.
- Institutional and private investors alike are drawn to the **high cap rates** typical in smaller Florida markets compared to metro areas.



3. LOCAL MARKET APPEAL

- Okeechobee has a **growing retiree** and **seasonal population**, ideal for mobile home living.
- The city benefits from proximity to Lake Okeechobee and recreation areas, making it attractive for both permanent residents and snowbirds.



4. LOW OPERATIONAL COSTS

- Compared to multifamily, MHPs often have **lower management and maintenance overhead**, especially when tenant-owned homes are prevalent.
- This appeals to value-add investors looking to optimize operational efficiencies.



5. ZONING & REGULATORY CLIMATE

- Okeechobee County has historically been more permissive toward mobile home developments than many coastal areas.
- This relative flexibility creates opportunities for expansion or infill development.



6. INVESTOR INTEREST / VALUE-ADD OPPORTUNITIES

- **High Yield Potential:** MHPs offer superior cap rates vs. many property types in tertiary markets like Okeechobee.
- **Value-Add Opportunities:** Pad upgrades, utility infrastructure improvements, and amenities can drive rents and billable utilities back to tenants.



OPPORTUNITY SUMMARY

There is a **positive and growing appetite** to acquire mobile home parks in Okeechobee, Florida, driven by **affordable housing demand**, **stable cash flow**, **favorable local appeal**, **lower operating costs**, a **flexible regulatory climate**, **high-yield potential**, and **value-add opportunities** that position investors for strong risk-adjusted returns.



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POSITIVE DEMOGRAPHICS | OKEECHOBEE, FLORIDA

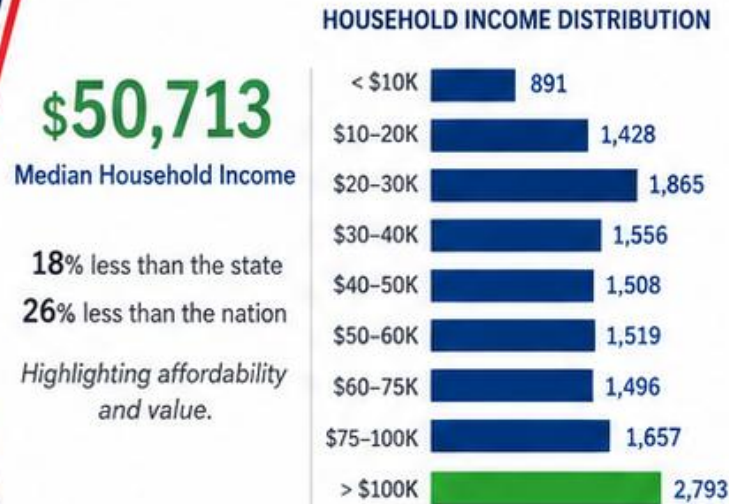
Income, workforce, and population indicators supporting long-term demand



OKEECHOBEE, FLORIDA

A strategic inland market supported by stable income, labor force participation, and household spending.

1 INCOME & SPENDING HIGHLIGHTS



HOW HOUSEHOLDS SPEND (PER YEAR)



2 WORKFORCE & TALENT



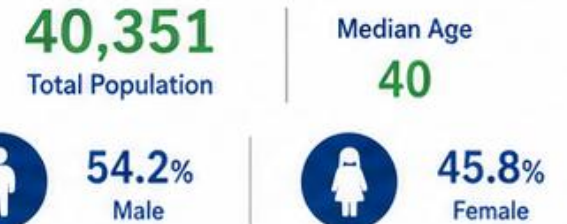
TOP OCCUPATION GROUPS



WORKFORCE MIX



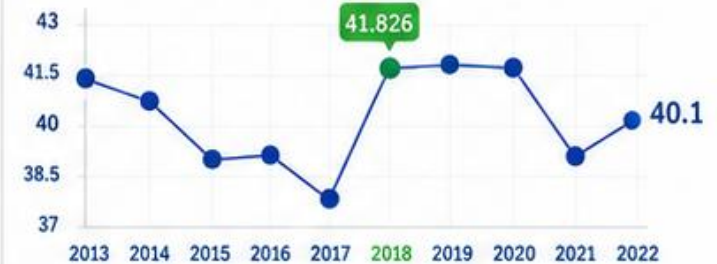
3 POPULATION PROFILE



AGE DISTRIBUTION (POPULATION)



POPULATION GROWTH (THOUSANDS)



Stable population over the past decade with consistent growth and long-term resilience.



Okeechobee's stable workforce, affordable income profile, and consistent population base support resilient housing and RV/MHP demand.



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OKEECHOBEE CATALYST

BASS PRO RESORT AT OKEE-TANTIE

A proposed, nature-based fishing resort that could strengthen Okeechobee's visitor economy and broaden demand for quality lodging, dining and recreational real estate.

SUBJECT PROPERTY BENEFIT

Proximity to Okeechobee's lakefront tourism corridor positions the subject to participate in potential demand growth.

PROJECT STATUS: ADVANCING THROUGH DUE DILIGENCE & PERMITTING

The Okee-Tantie proposal remains active.

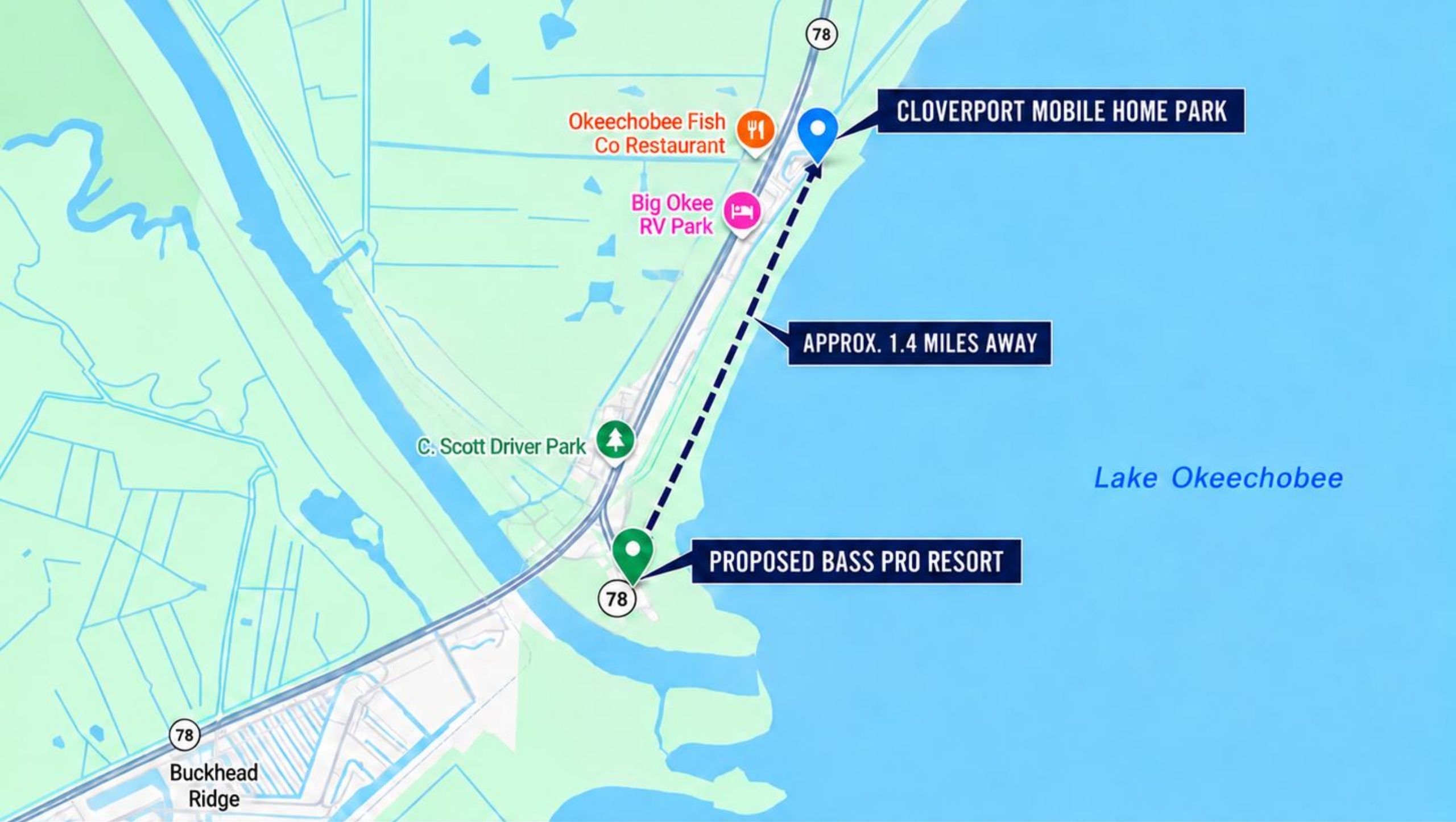
In March 2026, Bass Pro's option on the Okee-Tantie Recreation Area received another extension. Okeechobee County's 2026 outlook confirms that the County and Bass Pro continue working through the final required due diligence and permitting.

WHY IT MATTERS

The proposed concept calls for a world-class, nature-based fishing destination with accommodations and marina facilities at the lake's northern edge. The opportunity is meaningful, but timing remains dependent on approvals and closing conditions.

MARKETEDGE VIEW

A credible hospitality anchor can elevate visibility and demand—but it should be positioned as upside, not as an underwritten certainty.



MEDIA
realty
Mid-Core

MARKETEDGE



LAKE SIDE RV PARK

MOBILE HOME & RV INVESTMENT OPPORTUNITY

Mid-Core
Specialist



LOCATION MAP

[VIEW MAP](#)

OKEECHOBEE COUNTY PROPERTY APPRAISER'S PROPERTY CARD #1

Okeechobee County Property Appraiser

Mickey L. Bandi, CFA

Parcel: ** 1-36-37-35-0A00-00033-0000 (27220) **

Owner & Property Info

Owner	2204 AND 2214 MADISON STREET LLC 5221 PINETREE RD PARKLAND, FL 33067-4110		
Site	4074 HWY 441 SE OKEECHOBEE		
Description*	LOTS 7 AND 8, ROWLAND ACRES, NO. 2, SECTION 36, TOWNSHIP 37 SOUTH, RANGE 35 EAST, OKEECHOBEE COUNTY, FLORIDA. ALSO DESCRIBED AS FOLLOWING COMMENCE AT THE NORTHEAST CORNER OF SECTION 36, TOWNSHIP 37 SOUTH, RANGE 35 EAST, RUN THENCE SOUTH 8° S4'00" WEST FOR A ...more>>		
Area	1.423 AC	S/T/R	36-37-35
Use Code**	RVMH.PK LOT (2800)	Tax District	30 - County (South Florida WMD)

**The Description above is not to be used as the Legal Description for this parcel in any legal transaction. This is intended as a Dep. of Revenue code. Please contact Okeechobee County Planning & Development at 863-763-5548 for zoning info.

Property & Assessment Values

2024 Certified Values		2025 Preliminary Values	
Mkt Land	\$901,960	Mkt Land	\$992,156
Ag Land	\$0	Ag Land	\$0
Building	\$162,225	Building	\$128,956
XFOB	\$11,272	XFOB	\$11,272
Just	\$1,075,457	Just	\$1,132,384
Class	90	Class	90
Appraised	\$1,075,457	Appraised	\$1,132,384
SOH10% Cap	90	SOH10% Cap	90
Assessed	\$1,075,457	Assessed	\$1,132,384
Exempt	\$0	Exempt	\$0
Total Taxable	county: \$1,075,457 other: \$1,075,457 Taxable	Total Taxable	county: \$1,132,384 other: \$1,132,384 Taxable

NOTE: Property ownership changes can cause the Assessed value of the property to reset to full Market value, which could result in higher property taxes.

▼ Sales History

Sale Date	Sale Price	Book/Page	Deed	V/I	Qualification (Codes)	RCode
6/10/2022	\$2,450,000	2022004388	WD	I	Q	05 (Multi-Parcel Sale) - show
11/13/2020	\$725,000	2020011986	WD	I	Q	05 (Multi-Parcel Sale) - show
5/1/1985	\$0	262 / 1796	WD	I	Q	02
4/1/1984	\$175,000	266 / 798	WD	I	Q	03

▼ Building Characteristics

Bldg Sketch	Description	Eff Year Blt	Base SF	Actual SF	Bldg Value
Sketch	MH AV (0800)	1990	2136	3098	\$128,956
Sketch	COMMON 06 (9000)	1983	456	570	\$0

NOTE: The Building Characteristics shown here are used by the Property Appraiser's office solely for the purpose of determining a property's Just Value for ad valorem tax purposes and should not be used for any other purpose.

▼ Extra Features & Out Buildings (Codes)

Code	Description	Year Blt	Value	Units	Dims	Condition (% Good)
AFA W4	MTL FLR MTL	1993	\$3,598	330.00	33 x 10	PO (50%)
SEA A4	POUR CONC	1993	\$2,525	100.00	0 x 0	PO (25%)
SEA 6A	PT LUMBER	1993	\$4,163	181.00	0 x 0	PO (25%)
AFA N4	MTL FLR MTL	2007	\$519	80.00	8 x 10	PO (25%)
AFA N4	MTL FLR MTL	2017	\$467	24.00	6 x 4	PO (75%)

▼ Land Breakdown

Code	Description	Units	Adjustments	Eff Rate	Land Value
573A0W	AMH SITE DW (MKT)	1.000 LT (0.035 AC)	1.0000/1.0000 1.0000/ /	\$42,636 /LT	\$42,636
573ARW	ARV SITE (MKT)	40.000 LT (1.388 AC)	1.0000/1.0000 1.0000/ /	\$23,738 /LT	\$949,520

© Okeechobee County Property Appraiser | Mickey L. Bandi, CFA | Okeechobee, Florida | 863-763-4422

The tax information presented on this website was derived from data which was compiled by the Okeechobee County Property Appraiser's office for the purpose of providing information to the public. This information should not be relied upon for any purpose as a determination of the ownership of the property or for any other purpose. No warranties, expressed or implied, are provided for the accuracy of the data herein, its use, or its interpretation. This website was last updated: 10/2/2025 and may not reflect the data currently on file at our office.

2025 Preliminary Values
updated: 10/2/2025



by: GrizzlyLogic.com

OKEECHOBEE COUNTY PROPERTY APPRAISER'S PROPERTY CARD #2

Okeechobee County Property Appraiser

Mickey L. Bandi, CFA

Parcel: **1-36-37-35-0A00-00034-A000 (27222)**

2025 Preliminary Values

updated: 10/2/2025

Owner & Property Info

Owner	2204 AND 2214 MADISON STREET LLC 5221 PINETREE RD PARKLAND, FL 33067-4110		
Site	4074 HWY 441 SE OKEECHOBEE		
Description*	A PARCEL OF LAND LYING IN SECTION 36, TOWNSHIP 37 SOUTH, RANGE 35 EAST, OKEECHOBEE COUNTY, FLORIDA, BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS: COMMENCE AT THE NORTHEAST CORNER OF SAID SECTION 36, BEARING S06°37'00" WEST ALONG THE NORTH LINE OF SAID SE ...more>>>		
Area	0.80 AC	S/T/R	36-37-35
Use Code**	RVMH.PK LOT (2800)	Tax District	30 - County (South Florida WMD)

*The Description above is not to be used as the Legal Description for this parcel in any legal transaction.
**The Use Code is a Dept. of Revenue code. Please contact Okeechobee County Planning & Development at 883-763-5548 for zoning info.

Property & Assessment Values

2024 Certified Values		2025 Preliminary Values	
Mkt Land	\$410,020	Mkt Land	\$451,022
Ag Land	\$0	Ag Land	\$0
Building	\$0	Building	\$0
XFOB	\$2,525	XFOB	\$2,525
Just	\$412,545	Just	\$453,547
Class	\$0	Class	\$0
Appraised	\$412,545	Appraised	\$453,547
SOH/10% Cap	\$0	SOH/10% Cap	\$0
Assessed	\$412,545	Assessed	\$453,547
Exempt	\$0	Exempt	\$0
Total	county:\$412,545	Total	county:\$453,547
Taxable	other:\$412,545	Taxable	other:\$453,547

NOTE: Property ownership changes can cause the Assessed value of the property to reset to full Market value, which could result in higher property taxes.

▼ Sales History

Sale Date	Sale Price	Book/Page	Deed	V/I	Qualification (Codes)	RCode
6/10/2022	\$2,450,000	2022008338	WD	I	Q	05 (Multi-Parcel Sale) - show
11/13/2020	\$725,000	2020011896	WD	I	Q	05 (Multi-Parcel Sale) - show
5/1/1995	\$0	262 / 1794	WD	I	Q	02
6/1/1992	\$120,500	335 / 236	WD	V	U	03

▼ Building Characteristics

Bldg Sketch	Description	Eff Year Blt	Base SF	Actual SF	Bldg Value
NONE					

▼ Extra Features & Out Buildings (Codes)

Code	Description	Year Blt	Value	Units	Dims	Condition (% Good)
SEA 4A	POUR CONC	2005	\$2,525	100.00	0 x 0	PO (25%)

▼ Land Breakdown

Code	Description	Units	Adjustments	Eff Rate	Land Value
573ARV	ARV SITE (MKT)	19.000 LT (0.600 AC)	1.0000/1.0000 1.0000 /	\$23,738/LT	\$451,022

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by: GrizzlyLogic.com

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Aerial Viewer Pictometry Google Maps

☒ 2025 ☐ 2024 ☐ 2023 ☐ 2022 ☐ 2021 ☒ Sales





AERIAL VIEW

RENT ROLL

Note:

Landlord pays for trash.
Tenants pay pro rata share
of electric.

\$21,370.00	\$27,920.00	Total Monthly
\$256,440.00	\$335,040.00	Total Yearly
\$26,709.08	\$34,000.00	Electric pass thru
\$283,149.08	\$369,040.00	Total Gross

Lot	Type	Current rents	If full
1	Lot Rent	\$450.00	\$450.00
1A	Unit Rent	\$475.00	\$475.00
1B	Lot Rent	\$450.00	\$450.00
2	Lot Rent	\$500.00	\$500.00
3	Lot Rent	\$450.00	\$450.00
4	vacant	vacant	\$500.00
5	Lot Rent	\$500.00	\$500.00
6	vacant	vacant	\$500.00
7	Lot Rent	\$450.00	\$450.00
8	vacant	vacant	\$500.00
9	Lot Rent	\$450.00	\$450.00
10	vacant	vacant	\$500.00
12	Lot Rent	\$450.00	\$450.00
13	Lot Rent	\$450.00	\$450.00
14	Lot Rent	\$500.00	\$500.00
15	Lot Rent	\$450.00	\$450.00
16	vacant	vacant	\$500.00
17	Lot Rent	\$450.00	\$450.00
18	Lot Rent	\$500.00	\$500.00
19	Lot Rent	\$450.00	\$450.00
20	Lot Rent	\$500.00	\$500.00
21	vacant	vacant	\$500.00
22	Lot Rent	\$500.00	\$500.00
23	Lot Rent	\$500.00	\$500.00
24	Lot Rent	\$450.00	\$450.00
25	Lot Rent	\$500.00	\$500.00
27	Unit Rent	\$1,500.00	\$1,500.00

Lot	Type	Current rents	If full
28	Lot Rent	\$450.00	\$500.00
32	Lot Rent	\$500.00	\$500.00
33	vacant	vacant	\$500.00
35	vacant	vacant	\$500.00
36	Lot Rent	\$600.00	\$600.00
37	vacant	vacant	\$500.00
38	vacant	vacant	\$500.00
39	Lot Rent	\$510.00	\$510.00
40	vacant	vacant	\$500.00
41	Lot Rent	\$500.00	\$500.00
42	vacant	vacant	\$500.00
43	Lot Rent	\$450.00	\$450.00
44	Lot Rent	\$450.00	\$450.00
45	Lot Rent	\$450.00	\$450.00
46	Lot Rent	\$500.00	\$500.00
47	Finance	\$750.00	\$750.00
48	Lot Rent	\$450.00	\$450.00
49	Lot Rent	\$450.00	\$450.00
50	Lot Rent	\$460.00	\$460.00
51	Lot Rent	\$500.00	\$550.00
52	Lot Rent	\$550.00	\$550.00
55	Lot Rent	\$550.00	\$550.00
56	Lot Rent	\$500.00	\$500.00
57	vacant	vacant	\$500.00
58	Lot Rent	\$450.00	\$450.00
59	Lot Rent	\$450.00	\$450.00
60	Lot Rent	\$475.00	\$475.00
61	Lot Rent	\$450.00	\$450.00













MEDIA
realty
Mid-Core

MARKETEDGE

COMPARABLE SALES

ACCURATE DATA. | SMART ANALYSIS. | STRONGER DECISIONS.

Mid-Core
Specialist

COMMENTS DIRECT SALES COMPARISON

THE MARKET APPROACH TO VALUE



COMPARABLE SALE

A comparable sale is property that is similar to the subject property in most respects. It is located in a nearby location. It has recently sold for a fair market value.

The selection of comparable sales is in most appraisals is the single most determining factor in establishing the value. The responsibility is to fully research the local real estate market and determine which comparable sales represent the best value characteristics of the subject property.



MARKET APPROACH

The market or direct sales comparison approach to an estimate of value is a process of comparing market data, that is, prices paid for similar properties, prices asked by owners, and offers made by prospective buyers or the tenants willing to buy or lease.

Typically a comparison grid is used and adjustments are made to each comparable sales used for major differences between the comparable and the subject property for such items as location, construction quality and significant amenities, etc.

In the market approach, the attempts are made to both gauge and reflect the anticipated reaction by a typical purchaser to the subject property.



DETAILED INSIGHTS.
STRONGER DECISIONS.



DATA DRIVEN.
VALUE FOCUSED.



MAXIMIZE PERFORMANCE.
MINIMIZE RISK.

SALE GRID DEFINITIONS

ADOM:

Agent Days on Market: This number describes how long a property for sale has been on the market. This gets broken down even further with CDOM and ADOM. CDOM, or Current Days on Market, is the time between when the home is listed and the present day. ADOM, or Accumulated Days on Market, also accounts for whether a listing was withdrawn or expired before being placed back on the market. (A CDOM may be 4 days while the ADOM is 154.) If a property is taken off the market for 60 days before it's relisted, then ADOM goes back down to zero.

Adj. SqFt

Adjusted Square Feet = Square Feet of Living Area + $\frac{1}{3}$ of the SF for all covered patios/porches + $\frac{1}{2}$ of the garage SF. This is the standard number used when calculating 'Sale Price/Square Foot'.

SqFt Living:

Total finished living area (with AC) not to include open porches, balconies, terraces, carports or garages.

Total Sq Ft:

The sum total of all measured areas including living area, covered porches, covered patios, carports & garages.

PGI:

Potential Gross Income — The income generated by the subject property assuming 100% occupancy.

GRM:

Gross Rent Multiplier; The list price/sale price divided by the potential gross income. This metric does not take into account debt service, vacancy or expense.

Cap Rate:

Cap rate is one of the best ways to quickly assess a real estate investment deal. Cap rate is a measure that makes it possible to compare properties even though they produce different levels of operating earnings. It serves the same purpose as an earnings multiplier does for stock investors. The ratio of price/earnings, often called a PE ratio, allows investors to compare one company to the next. A cap rate is simply the inverse of the PE ratio. It is the first-year operating earnings divided by the price or value.

Property Address	Property City	No Pads	Asking Price	Sale Price	Sale Date	Market Time	Vacancy	Land Area SF	Price Per SF	Price Per Unit	Cap Rate	Year Built
2031 Buddy Ln (2 Properties)	North Fort Myers		8,000,000					1870771	111.50		8.94	
5544 Lake Buffum Rd	Lake Wales	18	2,300,000			88	4.4	1398712	124.61	127,778	9.28	1985
2800 NE 5th Trl	Okeechobee	22	1,995,000			417		129809	199.50	90,682		1980
6657 SE 86th Blvd	Okeechobee	30	1,700,000			11	3.5	174240	113.33	56,667		1999
7650 Hwy 78 W	Okeechobee	28	1,699,990			296		110207	165.85	60,714	7.63	1984
14725 NW 1st Pkwy	Okeechobee	17	1,649,900			396	3.5	174240	485.26	97,053	9.38	2007
7770 SE Federal Hwy	Hobe Sound	70		\$5,755,000	12/17/2024		4.3	262208	2,397.92	82,214		
2410 E County Road 540a	Lakeland	12		\$850,000	7/18/2024			107593	96.92	70,833		1972
2100 Ridge Dr	Avon Park	13	700,000	\$650,000	7/12/2024	142		48700	13.05	50,000	9.43	1990



COMPARABLE GRID PRIMARY EMPHASIS

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Property Address	Property City	Asking Price	Sale Price	Sale Date	Market Time	# Pads	Building SF	Land Area AC	Price Per Unit	Price Per SF	Cap Rate	Year Built	Zoning
15101 N 15th St (2 Propert	Lutz	2,400,000	\$2,400,000			46	20,800	6.51	\$52,174	115.38			AS-1
6657 SE 86th Blvd	Okeechobee	1,700,000	\$1,700,000		11	30	15,000	4.00	\$56,667	113.33		1999	RV Mobile home
8015 W Baja Ct	Crystal River	550,000	\$550,000		53	11	1,000	4.97	\$50,000	550.00		1980	RURMH
1892 Happy Acres Ln	Melbourne	2,000,000	\$2,000,000		101	28	2,184	4.88	\$71,429	915.75	9.40	1954	GU, Melbourne
7650 Hwy 78 W	Okeechobee	1,699,990	\$1,699,990		296	28	10,250	2.53	\$60,714	165.85	7.63	1984	RV/MH,PK LOT
1247 Lpga Blvd	Daytona Beach	1,600,000	\$1,600,000		174	23	8,368	1.62	\$69,565	191.20		1958	MH1
1025 W Socrum Loop Rd	Lakeland	675,000	\$675,000		27	9	4,420	1.50	\$75,000	152.71		1973	RL - 4
28313 US Highway 27	Leesburg	2,800,000	\$2,800,000		259	41	20,000	7.00	\$68,293	140.00	8.86	1952	RMRP
7739 E Watson St	Inverness	775,000	\$775,000		129	13	40,000	1.83	\$59,615	19.38	7.74	1982	MDR
3520 SW 20th Ave (Part of	Gainesville		\$2,750,000	3/3/2025		48	16,624	3.84	\$57,292	165.42		1967	R-3
1210 E 148th Ave	Lutz	899,900	\$899,900	8/9/2024	342	12	4,032	0.71	\$74,992	223.19	7.03	1970	AI
6065 Bay Ave	Highland City	1,050,000	\$800,000	4/4/2025	332	13	7,420	1.51	\$61,538	107.82	8.98	1970	RL-4
15837-15907 Brenda St	Hudson	1,475,000	\$1,000,000	3/20/2025	367	18	7,570	2.55	\$55,556	132.10	14.17	1971	AR
1518 Clement Rd	Lutz		\$2,450,000	12/5/2024		34	18,140	7.76	\$72,059	135.06		1992	PD-H
2410 E County Road 540a	Lakeland		\$850,000	7/18/2024		12	8,770	2.47	\$70,833	96.92		1972	RI-4, Unincorp.Po
10031 Earl Ct	Hudson	1,759,000	\$1,530,375	5/24/2024	23	23	20,282	10.00	\$66,538	75.45		1972	ORMH
4533 Hidden Harbor Dr	Leesburg		\$2,900,000	8/8/2024		44	44,000	18.00	\$65,909	65.91		2015	
20046 Joseph Ln	Land O Lakes	1,099,000	\$820,000	2/19/2025	162	12	24,894	3.97	\$68,333	32.94	4.88	2005	ORMH
26015 McPherson Ln	Astor		\$900,000	3/4/2025		16	28,000	2.26	\$56,250	32.14		1966	A
5230 Park Blvd N	Pinellas Park		\$1,350,000	8/30/2024		19	3,726	1.23	\$71,053	362.32		1946	
2100 Ridge Dr	Avon Park	700,000	\$650,000	7/12/2024	142	13	49,820	1.12	\$50,000	13.05	9.43	1990	R3
5118 N Scenic Hwy	Lake Wales		\$950,000	11/19/2024		20	7,036	7.85	\$47,500	135.02		1969	A/RR, C-3,
1610 State Road 60 E	Valrico	1,900,000	\$1,600,000	3/7/2025	199	30	16,303	2.98	\$53,333	98.14	15.40	1949	CG
2395 N Woodland Blvd	Deland	2,100,000	\$1,900,000	12/19/2024	126	27	27,000	4.00	\$70,370	70.37	10.05	1998	PKG LT / MH Park
4090 Aurora Rd	Melbourne	1,300,000	\$1,300,000		101	18	13,333	2.38	\$72,222	97.50	8.92	1956	TR-3



COMPARABLE GRID

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MARKETEDGE

FINANCIALS

ACCURATE DATA. | SMART ANALYSIS. | STRONGER DECISIONS.

Mid-Core
Specialist

INCOME & EXPENSE

APPROACH TO VALUE

T-12

Summary

Price:	\$3,150,000
Down Payment: 50%	\$1,575,000
Number of Units:	55
Price Per Unit:	\$57,273
Current GRM:	8.6
Current CAP:	4.38%
Market GRM:	7.8
Market CAP:	7.83%
Approximate Age:	1990
Approximate Lot Size:	2.1 AC

Proposed Financing

Obtain 1st Mortgage	\$1,575,000
Terms:	6.50% interest
	30 yr. amortization
Monthly Payment:	\$10,050.79

Annualized Operating Data

	Current Rents		Market Rent	
Scheduled Gross Income:	\$365,808		\$402,408	
Less Vacancy Rate Reserve:	109,742	30.0%	40,241	10.00%
Gross Operating Income:	\$ 256,066		\$ 362,167	
Less Expenses:	118,086	30.00%	115,386	31.86%
Net Operating Income:	\$ 137,980		\$ 246,781	
Less Loan Payments:	120,609		120,609	
Pre Tax Cash Flow:	\$ 17,370	1.10% *	\$ 126,172	8.01%
Plus Principal Reduction:	11,570		11,573	
Total Return Before Taxes:	\$ 28,943 1.84% *		\$ 137,745 8.75%	

*As Percent of Down Payment

Scheduled Income

UNIT NUM	BDRMS/ BATHS	Current Rents			Market Rent	
		Unit Size	Avg. Monthly Rent/Unit	Monthly Income	Monthly Rent/Unit	Monthly Income
40	Lot Rent		\$490	\$19,600	\$550	\$22,000
1	Financed		\$750	\$750	\$750	\$750
1	Unit Rent		\$1,500	\$1,500	\$1,500	\$1,500
13	Vacant Pads		\$500	\$6,500	\$550	\$7,150
Total Scheduled Rent:				\$28,350		\$31,400
Misc. Income: Electric Pass Through				2,134		2,134
Monthly Scheduled Gross Income:				\$30,484		\$33,534
Annual Scheduled Gross Income:				\$365,808		\$402,408

Annualized Expenses

Taxes:	Rate:	\$	35,000
Insurance:			7,715
Maintenance:			4,872
Water			12,974
Electric			44,750
Management			6,336
Landscape			1,222
Sectic Maintenance			1,800
Licenses & Permits			441
Supplies			2,976
Total Expenses:		\$	118,086
Per Unit:			\$2,147.02

LIST PRICE

\$3,150,000

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