

Shady Maple Mobile Home Park

507 Owen Hill Rd , Lisle NY 13797



OFFERING MEMORANDUM

Seller Financing, 27 site park + Solar field!

Shady Maple Mobile Home Park

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Exclusively Marketed by:

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01

Executive Summary

Investment Summary

Location Summary

SHADY MAPLE MOBILE HOME PARK

OFFERING SUMMARY

ADDRESS	507 Owen Hill Rd Lisle NY 13797
COUNTY	Broome
LAND ACRES	12.5
NUMBER OF UNITS	27
APN	020.01-1-4
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

OFFERING PRICE	\$200,000
PRICE PER UNIT	\$7,407
OCCUPANCY	12.54 %
NOI (Current)	\$1,968
NOI (Pro Forma)	\$16,594
CAP RATE (Pro Forma)	8.30 %
CASH ON CASH (Pro Forma)	37.97 %
GRM (Current)	1.90
GRM (Pro Forma)	1.79

PROPOSED FINANCING

Seller Financing	
LOAN TYPE	Interest Only
DOWN PAYMENT	\$20,000
LOAN AMOUNT	\$180,000
INTEREST RATE	5.00 %
LOAN TERMS	20
ANNUAL DEBT SERVICE	\$9,000
LOAN TO VALUE	90 %
NOTES	The Greater the Down Payment, the more creative the seller is willing to get

DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
2022 Population	434	2,480	5,589
2022 Median HH Income	\$60,155	\$62,092	\$62,542
2022 Average HH Income	\$75,645	\$78,523	\$79,999



Seller Financing

- Terms TBD.

Park Description

- 27 Sites with separate utilities
- 9 Tenant owned homes
- 1 Park owned home onsite helper lives in for discounted rent
 - Onsite helper tests water, mows lawn, collects rent
- Pole barn houses 3 wells. 2 wells in use 1 spare.

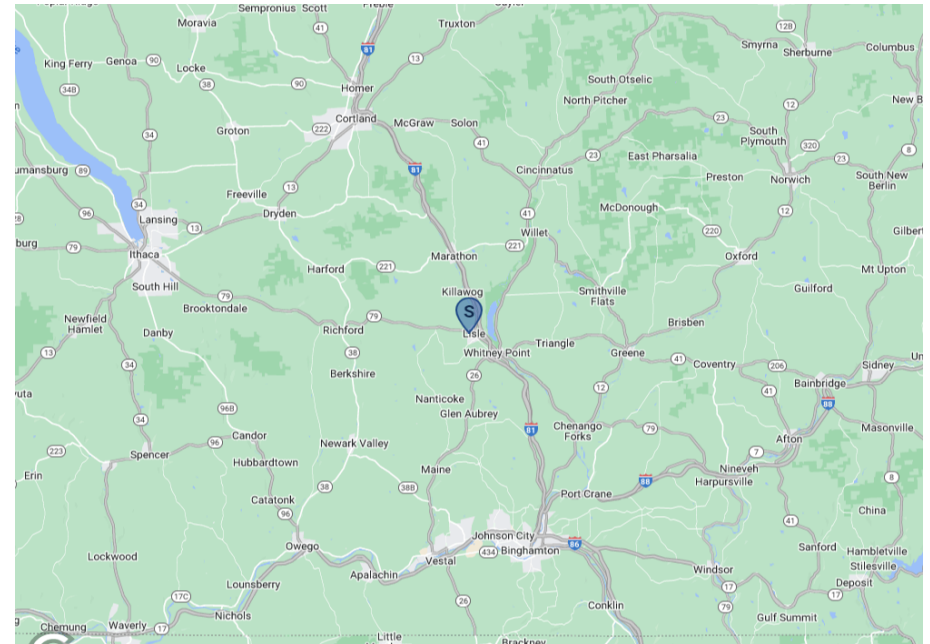
Additional Benefits

- Engineering fees paid to plan access to town water. Town water available on cross street to park.
- Town Maintained road in park. Town handles snow removal.
- Massive Infill potential with 17 vacant lots.
- 12.5 Acres of land provided further expansion possibilities. Buyer must verify zoning allowances with town.
- Solar Panel field recently installed on the property. Current ownership enjoys electric cost offset. Panels are starting to generate a surplus of electric that is being sold back to the grid. Future ownership will have an additional revenue stream. All solar contracts transferable to new park owner.

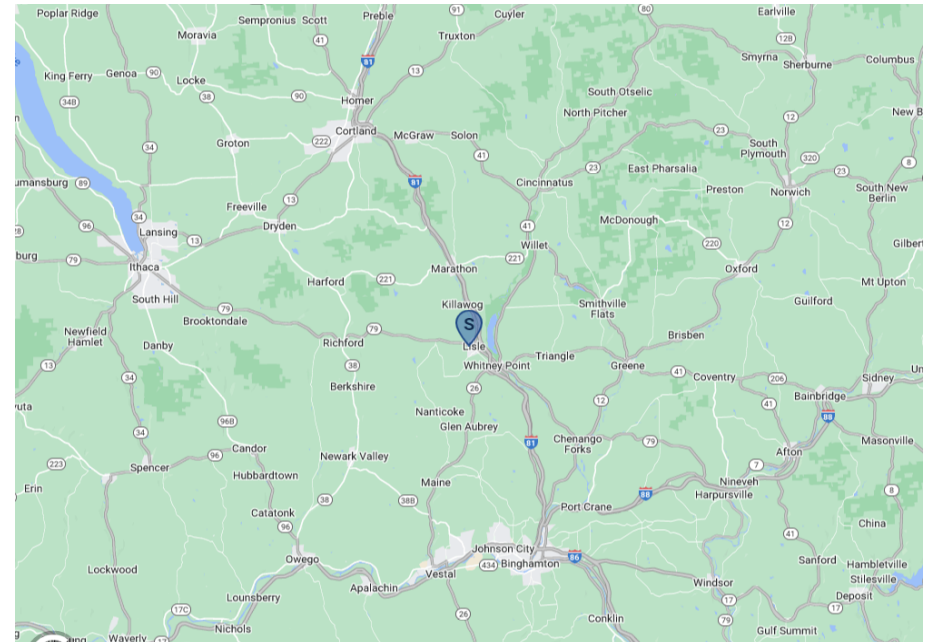
Location

- Lisle is a quaint farm town centrally located in NYS southern tier between Binghamton and Cortland. 25-30 min drive to either city.

Regional Map



Locator Map





02

Property Description

- Property Features
- Aerial Map
- Parcel Map

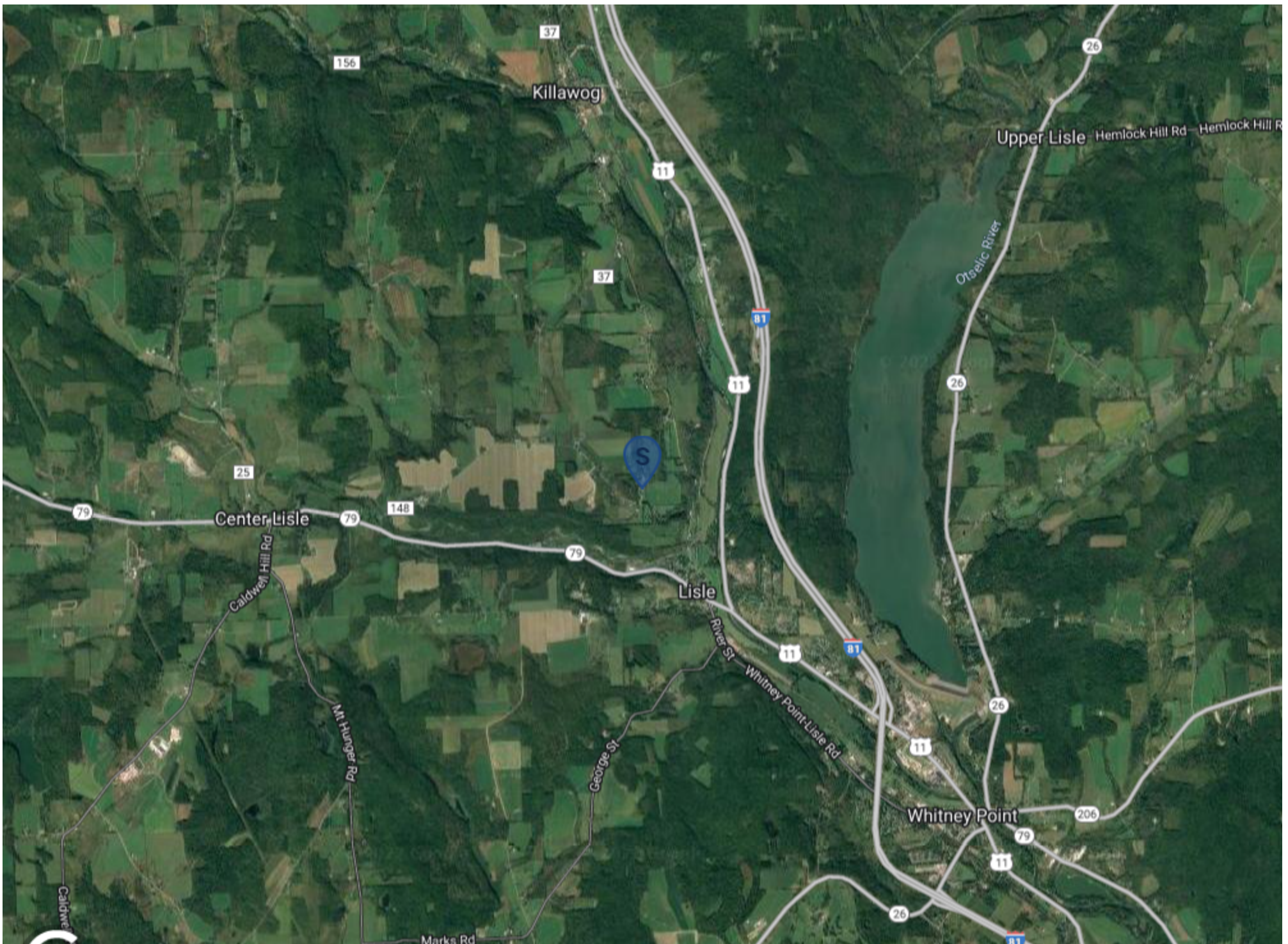
PROPERTY FEATURES

NUMBER OF UNITS	27
LAND ACRES	12.5
# OF PARCELS	1

UTILITIES

WATER	Private Well
SEPTIC	Private
ELECTRIC	Municipal









03

Rent Roll

2-15-23 Rent Roll Shady Maple

SHADY MAPLE MOBILE HOME PARK

Shady Maple Mobile Home Park Rent Roll

Unit	Current	Pro-Forma	After Infill	Type	
1	\$ 300.00	\$ 300.00	\$ 350.00	TOH	
2	\$ 300.00	\$ 300.00	\$ 350.00	TOH	
3	\$ 300.00	\$ 300.00	\$ 350.00	TOH	
4	\$ 300.00	\$ 300.00	\$ 350.00	TOH	
5	\$ 300.00	\$ 300.00	\$ 350.00	TOH	
6	\$ -	\$ 300.00	\$ 350.00	TOH	
7	\$ -	\$ 300.00	\$ 350.00	TOH	
8	\$ -	\$ 300.00	\$ 350.00	TOH	
9	\$ -	\$ 300.00	\$ 350.00	TOH	
10	\$ -	\$ -	\$ -	POH	Water Tester
11	\$ -	\$ -	\$ 350.00	LOT	
12	\$ -	\$ -	\$ 350.00	LOT	
13	\$ -	\$ -	\$ 350.00	LOT	
14	\$ -	\$ -	\$ 350.00	LOT	
15	\$ -	\$ -	\$ 350.00	LOT	
16	\$ -	\$ -	\$ 350.00	LOT	
17	\$ -	\$ -	\$ 350.00	LOT	
18	\$ -	\$ -	\$ 350.00	LOT	
19	\$ -	\$ -	\$ 350.00	LOT	
20	\$ -	\$ -	\$ 350.00	LOT	
21	\$ -	\$ -	\$ 350.00	LOT	
22	\$ -	\$ -	\$ 350.00	LOT	
23	\$ -	\$ -	\$ 350.00	LOT	
24	\$ -	\$ -	\$ 350.00	LOT	
25	\$ -	\$ -	\$ 350.00	LOT	
26	\$ -	\$ -	\$ 350.00	LOT	
27	\$ -	\$ -	\$ 350.00	LOT	
Total Monthly	\$ 1,500.00	\$ 2,700.00	\$ 9,100.00		



04

Financial Analysis

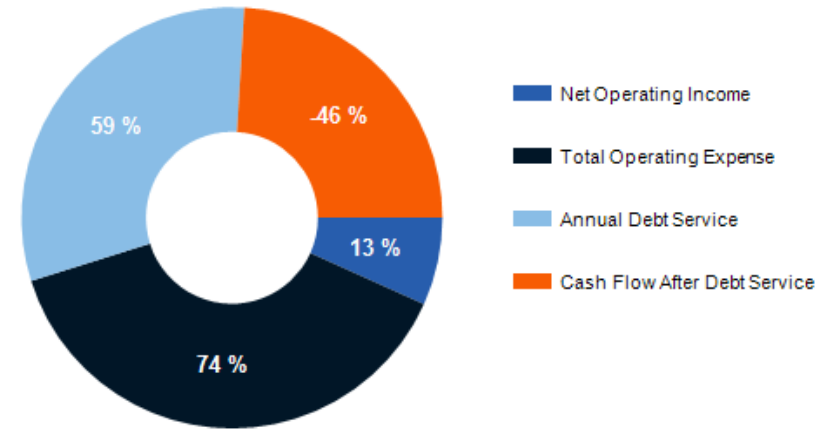
Income & Expense Analysis
Multi-Year Cash Flow Assumptions
Cash Flow Analysis
Financial Metrics

REVENUE ALLOCATION

CURRENT

INCOME	CURRENT		PRO FORMA	
Gross Potential Rent	\$105,300		\$111,600	
Gross Potential Income	\$105,300		\$111,600	
General Vacancy	-\$92,100	87.5 %	-\$78,343	70.2 %
Effective Gross Income	\$13,200		\$33,257	
Less Expenses	\$11,232	85.09 %	\$16,663	50.10 %
Net Operating Income	\$1,968		\$16,594	
Annual Debt Service	\$9,000		\$9,000	
Cash flow	(\$7,032)		\$7,594	
Debt Coverage Ratio	0.22		1.84	

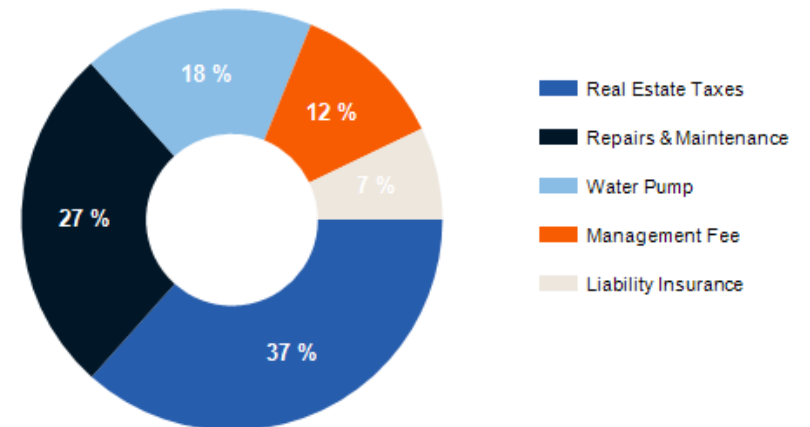
Income Notes: **4 units have payment pending approval with DSS. Park currently has 5 paying tenants outside of DSS program.**



EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$4,112	\$152	\$6,000	\$222
Liability Insurance	\$800	\$30	\$1,000	\$37
Management Fee	\$1,320	\$49	\$1,663	\$62
Repairs & Maintenance	\$3,000	\$111	\$5,000	\$185
Water Pump	\$2,000	\$74	\$3,000	\$111
Total Operating Expense	\$11,232	\$416	\$16,663	\$617
Annual Debt Service	\$9,000		\$9,000	
% of EGI	85.09 %		50.10 %	

DISTRIBUTION OF EXPENSES

CURRENT



GLOBAL	
Offering Price	\$200,000

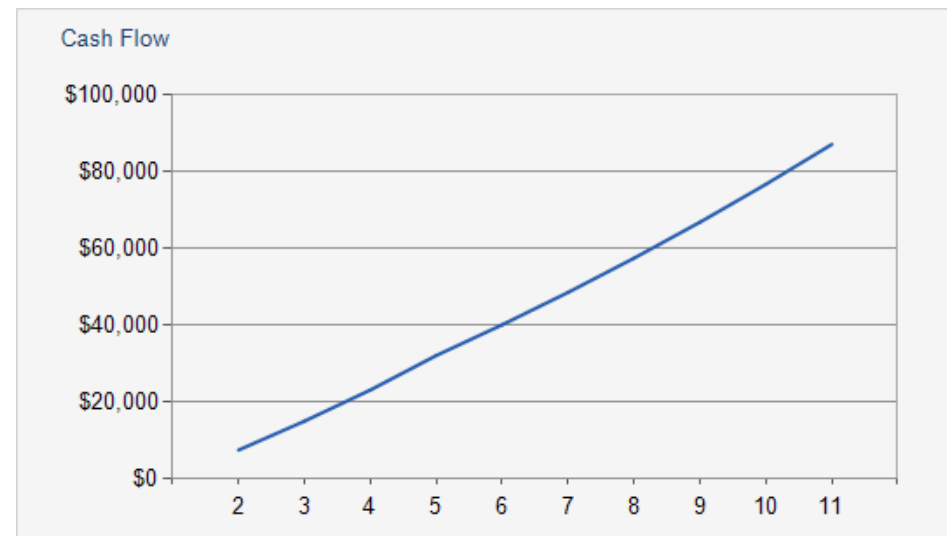
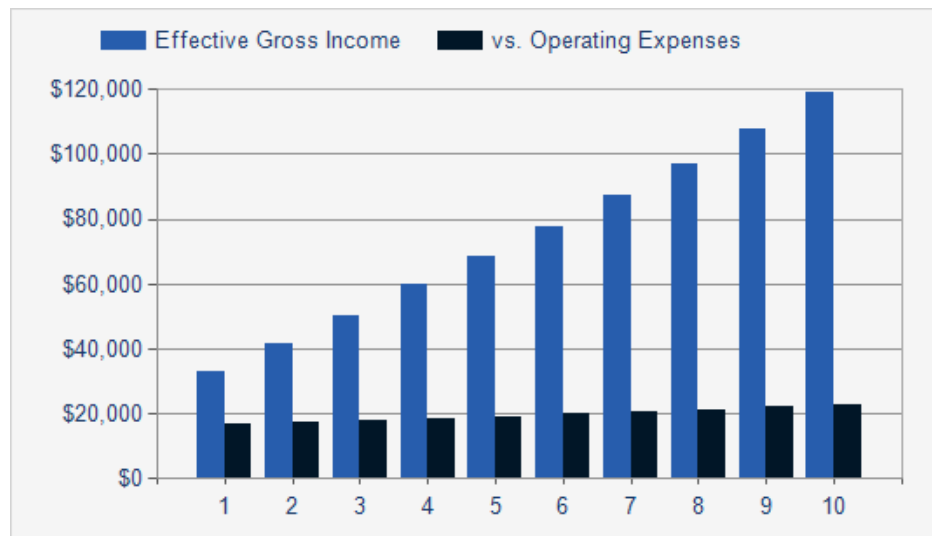
EXPENSES - Growth Rates	
Real Estate Taxes	1.00 %
Liability Insurance	1.00 %
Repairs & Maintenance	2.00 %
Water Pump	1.00 %

PROPOSED FINANCING	
Seller Financing	
Loan Type	Interest Only
Down Payment	\$20,000
Loan Amount	\$180,000
Interest Rate	5.00 %
Loan Terms	20
Annual Debt Service	\$9,000
Loan to Value	90 %
Notes	The Greater the Down Payment, the more creative the seller is willing to get



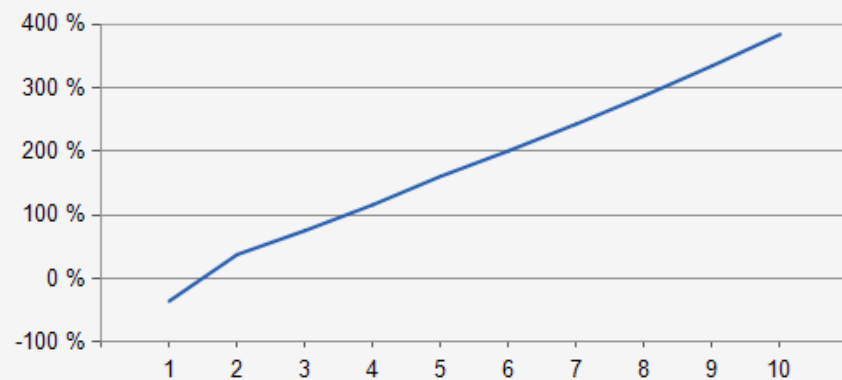
INCOME - Growth Rates	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Gross Potential Rent	6.00%	6.00%	6.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
General Vacancy	65.00%	60.00%	55.00%	50.00%	45.00%	40.00%	35.00%	30.00%	25.00%

Calendar Year	Current	Pro Forma	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Gross Potential Revenue											
Gross Rental Income	\$105,300	\$111,600	\$118,296	\$125,394	\$132,917	\$136,905	\$141,012	\$145,242	\$149,600	\$154,088	\$158,710
General Vacancy	-\$92,100	-\$78,343	-\$76,892	-\$75,236	-\$73,105	-\$68,452	-\$63,455	-\$58,097	-\$52,360	-\$46,226	-\$39,678
Effective Gross Income	\$13,200	\$33,257	\$41,404	\$50,158	\$59,813	\$68,452	\$77,557	\$87,145	\$97,240	\$107,861	\$119,033
Operating Expenses											
Real Estate Taxes	\$4,112	\$6,000	\$6,060	\$6,121	\$6,182	\$6,244	\$6,306	\$6,369	\$6,433	\$6,497	\$6,562
Liability Insurance	\$800	\$1,000	\$1,010	\$1,020	\$1,030	\$1,041	\$1,051	\$1,062	\$1,072	\$1,083	\$1,094
Management Fee	\$1,320	\$1,663	\$2,070	\$2,508	\$2,991	\$3,423	\$3,878	\$4,357	\$4,862	\$5,393	\$5,952
Repairs & Maintenance	\$3,000	\$5,000	\$5,100	\$5,202	\$5,306	\$5,412	\$5,520	\$5,631	\$5,743	\$5,858	\$5,975
Water Pump	\$2,000	\$3,000	\$3,030	\$3,060	\$3,091	\$3,122	\$3,153	\$3,185	\$3,216	\$3,249	\$3,281
Total Operating Expense	\$11,232	\$16,663	\$17,270	\$17,911	\$18,600	\$19,241	\$19,908	\$20,603	\$21,327	\$22,080	\$22,864
Net Operating Income	\$1,968	\$16,594	\$24,133	\$32,247	\$41,213	\$49,212	\$57,648	\$66,542	\$75,913	\$85,781	\$96,169
Annual Debt Service	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000
Cash Flow	(\$7,032)	\$7,594	\$15,133	\$23,247	\$32,213	\$40,212	\$48,648	\$57,542	\$66,913	\$76,781	\$87,169

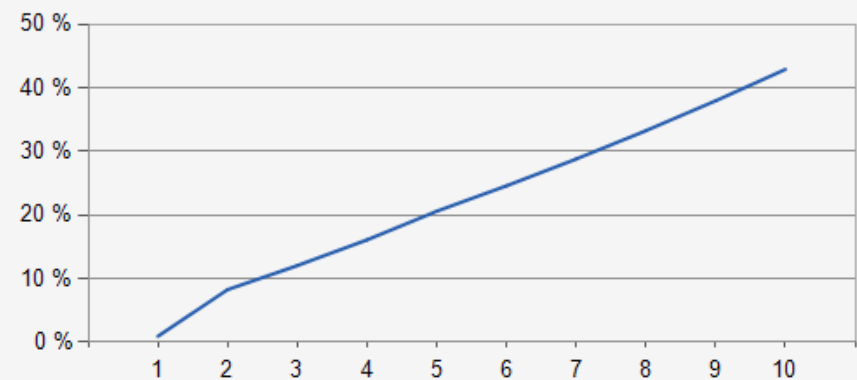


Calendar Year	Current	Pro Forma	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Cash on Cash Return b/t	-35.16 %	37.97 %	75.67 %	116.23 %	161.07 %	201.06 %	243.24 %	287.71 %	334.57 %	383.91 %	435.84 %
CAP Rate	0.98 %	8.30 %	12.07 %	16.12 %	20.61 %	24.61 %	28.82 %	33.27 %	37.96 %	42.89 %	48.08 %
Debt Coverage Ratio	0.22	1.84	2.68	3.58	4.58	5.47	6.41	7.39	8.43	9.53	10.69
Operating Expense Ratio	85.09 %	50.10 %	41.71 %	35.70 %	31.09 %	28.10 %	25.66 %	23.64 %	21.93 %	20.47 %	19.20 %
Gross Multiplier (GRM)	1.90	1.79	1.69	1.60	1.50	1.46	1.42	1.38	1.34	1.30	1.26
Loan to Value	89.63 %	90.03 %	90.02 %	89.98 %	90.01 %	90.02 %	89.99 %	90.00 %	90.01 %	90.00 %	89.99 %
Breakeven Ratio	19.21 %	23.00 %	22.21 %	21.46 %	20.76 %	20.63 %	20.50 %	20.38 %	20.27 %	20.17 %	20.08 %
Price / Unit	\$7,407	\$7,407	\$7,407	\$7,407	\$7,407	\$7,407	\$7,407	\$7,407	\$7,407	\$7,407	\$7,407

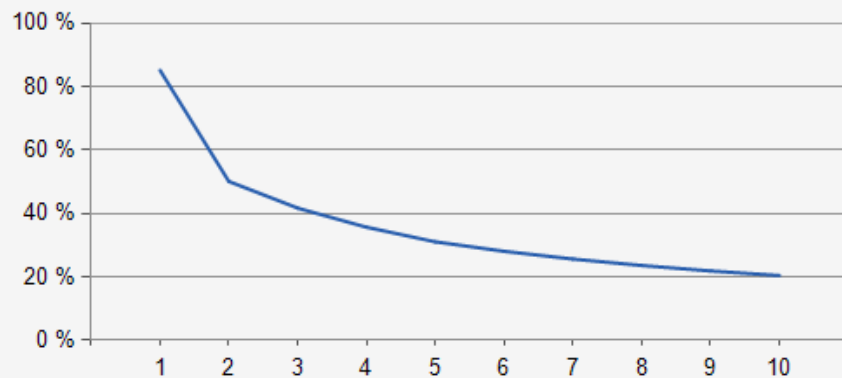
Cash on Cash



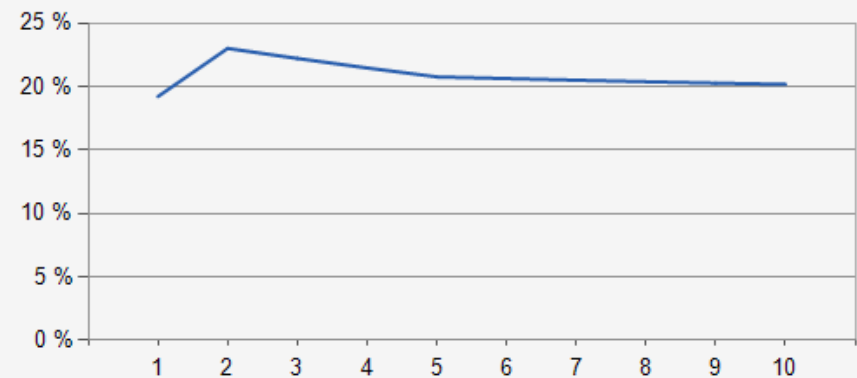
Cap Rate



Operating Expense Ratio



Breakeven Ratio





05

Demographics

Demographics
Demographic Charts

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	423	2,504	5,869
2010 Population	430	2,506	5,762
2022 Population	434	2,480	5,589
2027 Population	438	2,498	5,572
2022 African American	2	12	33
2022 American Indian	2	9	15
2022 Asian	1	6	12
2022 Hispanic	8	45	109
2022 Other Race	4	21	43
2022 White	399	2,291	5,167
2022 Multiracial	27	142	319
2022-2027: Population: Growth Rate	0.90 %	0.70 %	-0.30 %
2022 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	7	60	159
\$15,000-\$24,999	11	75	161
\$25,000-\$34,999	10	75	190
\$35,000-\$49,999	23	147	320
\$50,000-\$74,999	32	216	466
\$75,000-\$99,999	24	167	359
\$100,000-\$149,999	24	177	403
\$150,000-\$199,999	1	24	101
\$200,000 or greater	3	27	62
Median HH Income	\$60,155	\$62,092	\$62,542
Average HH Income	\$75,645	\$78,523	\$79,999

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	166	1,026	2,359
2010 Total Households	138	973	2,218
2022 Total Households	136	969	2,220
2027 Total Households	139	986	2,237
2022 Average Household Size	3.19	2.56	2.52
2000 Owner Occupied Housing	103	734	1,712
2000 Renter Occupied Housing	22	183	432
2022 Owner Occupied Housing	113	776	1,738
2022 Renter Occupied Housing	23	193	482
2022 Vacant Housing	45	132	280
2022 Total Housing	181	1,101	2,500
2027 Owner Occupied Housing	116	794	1,763
2027 Renter Occupied Housing	23	192	474
2027 Vacant Housing	43	125	281
2027 Total Housing	182	1,111	2,518
2022-2027: Households: Growth Rate	2.20 %	1.75 %	0.75 %



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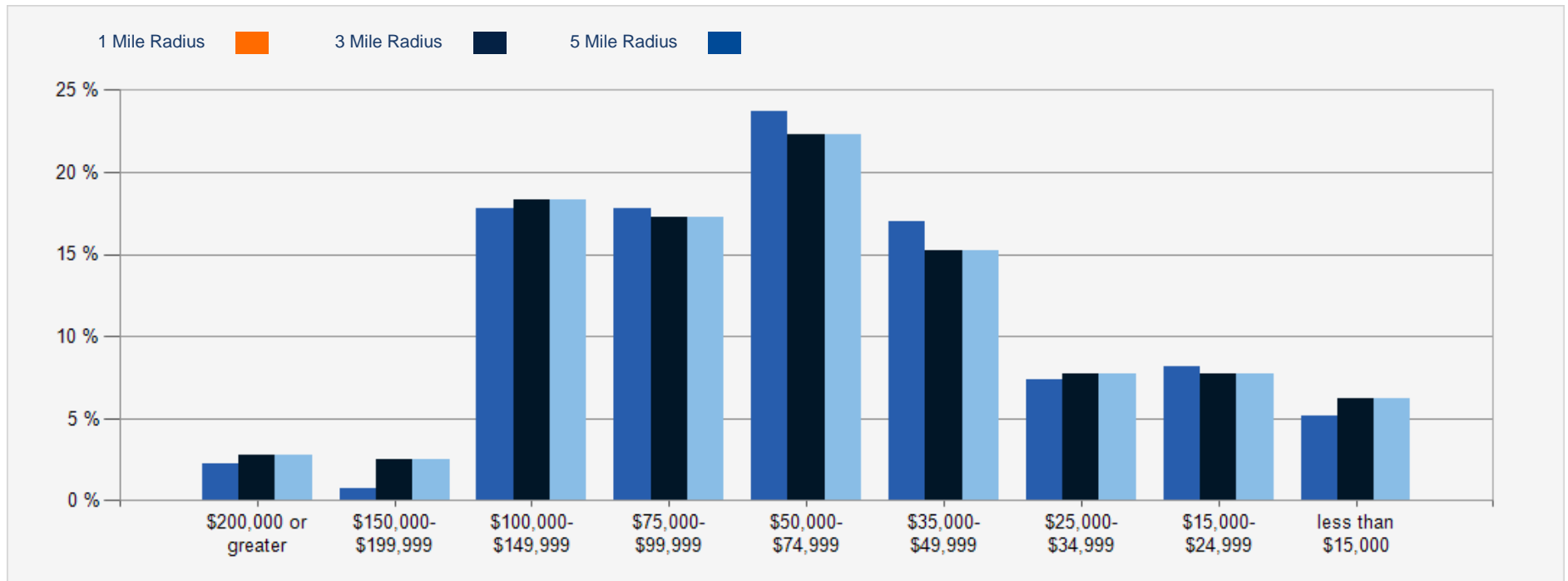
2022 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2022 Population Age 30-34	38	214	457
2022 Population Age 35-39	27	162	366
2022 Population Age 40-44	30	158	331
2022 Population Age 45-49	24	128	287
2022 Population Age 50-54	24	148	350
2022 Population Age 55-59	33	192	435
2022 Population Age 60-64	33	183	422
2022 Population Age 65-69	25	146	340
2022 Population Age 70-74	24	131	284
2022 Population Age 75-79	14	82	188
2022 Population Age 80-84	8	43	95
2022 Population Age 85+	6	36	82
2022 Population Age 18+	336	1,922	4,362
2022 Median Age	41	40	40

2022 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$59,546	\$64,626	\$66,213
Average Household Income 25-34	\$73,150	\$80,793	\$83,809
Median Household Income 35-44	\$76,337	\$78,957	\$78,963
Average Household Income 35-44	\$88,676	\$91,367	\$92,375
Median Household Income 45-54	\$71,429	\$70,570	\$72,154
Average Household Income 45-54	\$83,525	\$85,808	\$87,260
Median Household Income 55-64	\$65,390	\$68,590	\$70,019
Average Household Income 55-64	\$83,391	\$84,050	\$86,901
Median Household Income 65-74	\$44,968	\$49,377	\$51,163
Average Household Income 65-74	\$63,808	\$67,964	\$69,745
Average Household Income 75+	\$49,799	\$54,699	\$53,295

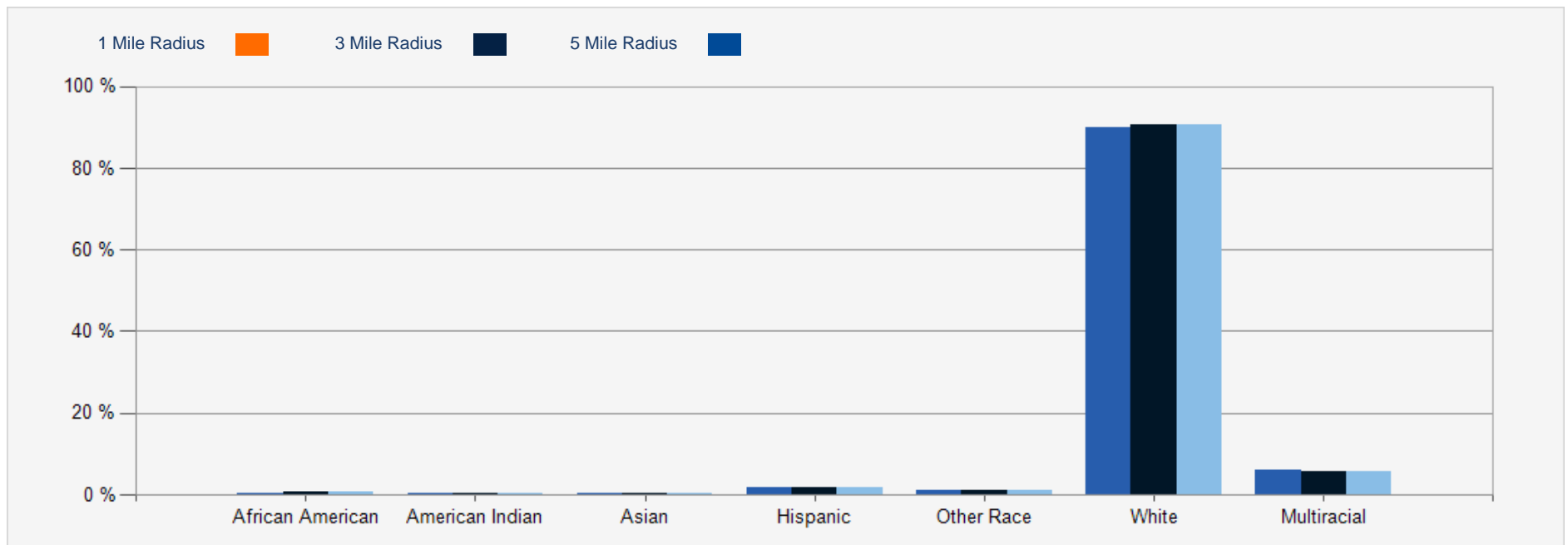
2027 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2027 Population Age 30-34	22	138	344
2027 Population Age 35-39	39	220	464
2027 Population Age 40-44	28	164	365
2027 Population Age 45-49	30	161	335
2027 Population Age 50-54	24	127	282
2027 Population Age 55-59	24	150	350
2027 Population Age 60-64	32	186	418
2027 Population Age 65-69	31	171	393
2027 Population Age 70-74	22	127	295
2027 Population Age 75-79	20	109	235
2027 Population Age 80-84	10	61	140
2027 Population Age 85+	7	39	87
2027 Population Age 18+	334	1,907	4,297
2027 Median Age	42	41	42

2027 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$50,000	\$81,593	\$81,081
Average Household Income 25-34	\$86,850	\$97,905	\$100,311
Median Household Income 35-44	\$101,556	\$97,325	\$94,693
Average Household Income 35-44	\$111,010	\$111,332	\$111,041
Median Household Income 45-54	\$100,853	\$95,339	\$90,575
Average Household Income 45-54	\$104,721	\$103,815	\$104,123
Median Household Income 55-64	\$90,242	\$84,387	\$83,751
Average Household Income 55-64	\$105,418	\$104,762	\$106,649
Median Household Income 65-74	\$40,584	\$47,992	\$53,180
Average Household Income 65-74	\$74,071	\$81,646	\$84,121
Average Household Income 75+	\$55,998	\$68,102	\$68,788

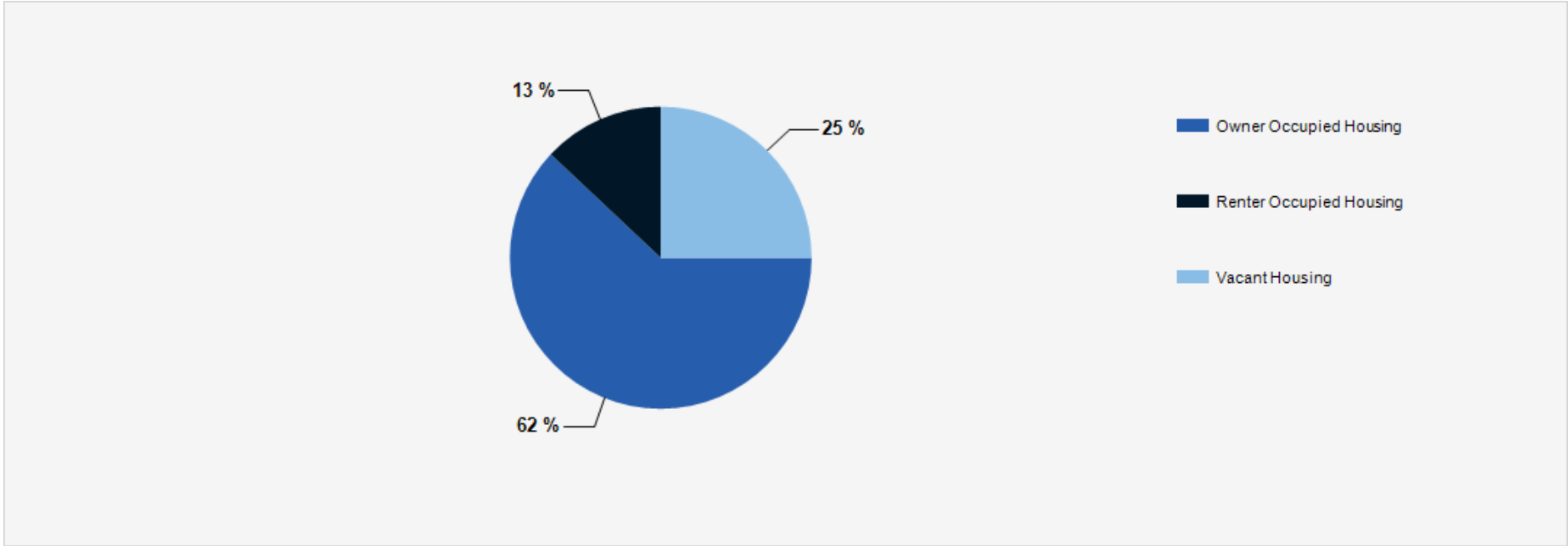
2022 Household Income



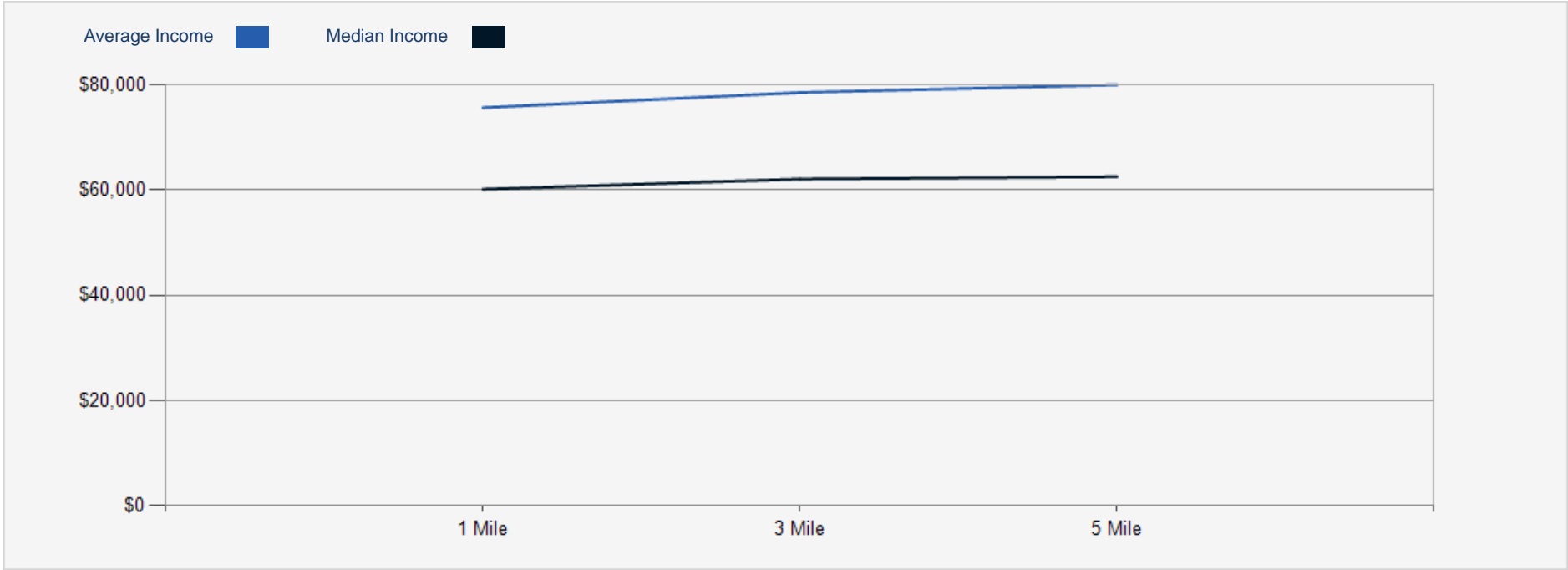
2022 Population by Race



2022 Household Occupancy - 1 Mile Radius



2022 Household Income Average and Median



Shady Maple Mobile Home Park

Town of Lisle

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