

# Executive Summary

## Marshall Manor Mobile Home Community

### Tazewell, VA

#### Project Description

Marshall Manor is a tenant-owned Mobile Home Community with five lots in the heart of Tazewell, VA. Tazewell is the county seat of Tazewell County and part of the Bluefield MSA with a population of over 100,000.

The median home price in the area is \$103,600 and the rental rate for a 3-bedroom apartment is approximately \$882/month. This yields a large disparity with the current lot rent of \$150/month and helps to support the position of the need for affordable housing in the local market.

This Mobile Home Community has the following solid fundamentals:

- 100% occupied and all tenant-owned homes
- Public utilities – all direct billed
- Long-term tenant base with no rents owed
- Room to move rents upwards towards market
- Low expense ratio
- Increase in population growth in the area
- Upwards trend in property appreciation



#### Deal Structure & Raise Goal

Purchase Price (Cash)	\$79,000
Due Diligence	\$3,000
Acquisition Fee	\$8,000
Closing Costs	\$1,500
Reserves	\$5,000
Value-Add	\$2,500
<b>Total Raise Goal</b>	<b>\$99,000</b>

#### Targeted Investment Parameters

Targeted IRR:	15% - 20%
Targeted Equity Multiple:	1.5x – 2.5x
Targeted Hold Time:	5 – 8 Years

#### Schedule of the Investor's Return of Capital

- First: 100% to Investors until an **8% preferred return is achieved**
- Second: After an 8% preferred return is achieved, then 70% to Investors and 30% to Sponsor
- Third: After a 12% return is achieved, then 60% to Investors and 40% to Sponsor
- Fourth: After a 16% return is achieved, then 50% to Investors and 50% to Sponsor

#### Timeline

The property is expected to close escrow on or before **September 3<sup>rd</sup>, 2021**. All funds are to be remitted by **August 25<sup>th</sup>, 2021**.