

Marcus & Millichap

Real Estate Investment Services

33 SPACES
DIAMOND MOBILE HOME COURT
2640 West Diamond Street
Tucson, AZ 85705

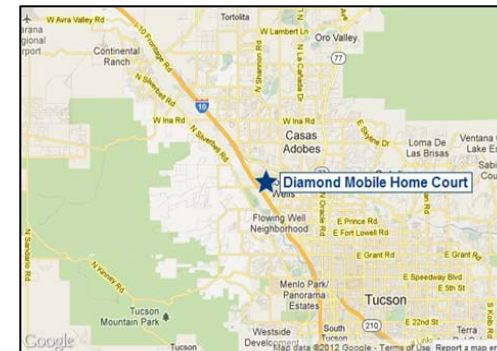


INVESTMENT HIGHLIGHTS

- ◆ All-Age 33-Space Manufactured Housing Community in Tucson, Arizona
- ◆ Three-Star Quality Community with Minimal Maintenance and Management Responsibilities
- ◆ All City Services are Metered Individually and Billed Directly
- ◆ Located in the Desirable Flowing Wells District of North Tucson
- ◆ All Resident-Owned Homes
- ◆ Historical Occupancy Near 100-Percent (Currently 97-Percent)
- ◆ Ideal Investment Size for First-Time Owner
- ◆ On-Site Management in Place

OFFERING SUMMARY

Price	\$1,100,000
Down Payment	(35%) \$385,000
Loan Amount	\$715,000
Loan Type	Proposed New
Interest Rate/Amortization	5.250%/25 Years
Spaces	33
Price Per Space	\$33,333
Year Built	1987
Lot Size	4.25 Acres
Cap Rate - 2012 Budget	8.00%
Cap Rate - 2013	8.42%
GRM - 2012 Budget	9.78
GRM - 2013	9.49
Net Cash Flow After Debt Service - 2012 Budget	9.50%
Net Cash Flow After Debt Service - 2013	10.71%
Total Return - 2012 Budget	13.19%
Total Return - 2013	14.40%



Sold by:

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2640 WEST DIAMOND STREET • TUCSON, AZ 85705



INVESTMENT OVERVIEW

Diamond Mobile Home Court is a 33-space non-age-restricted manufactured housing community on 4.25 acres in northern Tucson, Arizona. The community has historically been 100% occupied, and currently has one physical vacancy due to the recent removal of an inferior home. There are no park owned rental homes or vacant homes for sale. New residents pay \$300 in space rent, and the average rent for existing residents is \$284. These rent levels are similar to neighboring communities which are inferior in quality to the subject property, and comparable communities have rents as high as \$360, suggesting that there is some upside in future rent raises. There is very minimal turnover in this community.

With no costly amenities to maintain, Diamond MHC requires very minimal maintenance and management responsibilities. The community was built in 1987 and is serviced by city utilities, which are individually metered and billed directly to the residents so there is no monthly meter reading by management. The community is only responsible for trash removal. The community's ease of operations would be ideal for a first-time or an out-of-state investor seeking a minimally involved MHC asset with an on-site presence in place.

SPACE MIX

No. of Spaces	Space Type	2012 Budget Rents	Monthly Income	2013 Rents	Monthly Income
1	Single-Wide	\$250	\$250	\$260	\$260
4	Single-Wide	\$260	\$1,040	\$270	\$1,080
1	Single-Wide	\$265	\$265	\$275	\$275
2	Single-Wide	\$275	\$550	\$285	\$570
3	Single-Wide	\$280	\$840	\$290	\$870
6	Single-Wide	\$285	\$1,710	\$295	\$1,770
33	Total		\$9,375		\$9,655

* Additional units could not be displayed. Please see complete marketing package for details.

OPERATING DATA

	2012 Budget		2013	
Gross Potential Rent		\$112,500		\$115,860
Other Income		2,880		2,880
Gross Potential Income		\$115,380		\$118,740
Less: Vacancy/Deductions	3.2%	3,600	2.0%	2,317
Effective Gross Income		\$111,780		\$116,423
Less: Expenses		23,786		23,786
Net Operating Income		\$87,994		\$92,637
Debt Service		51,415		51,415
Debt Coverage Ratio		1.71		1.80
Net Cash Flow After Debt Service	9.5%	\$36,579	10.7%	\$41,221
Principal Reduction		14,217		14,217
Total Return	13.2%	\$50,795	14.4%	\$55,438

EXPENSES

Real Estate Taxes	\$8,861	\$8,861
Insurance	600	600
On-Site Management	3,600	3,600
Trash Removal	2,400	2,400
Repairs & Maintenance	4,950	4,950
Legal & Professional	900	900
General & Administrative/ Misc.	825	825
Reserves	1,650	1,650
Total Expenses	\$23,786	\$23,786
Expenses per Space	\$721	\$721
% of EGI	21.3%	20.4%



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