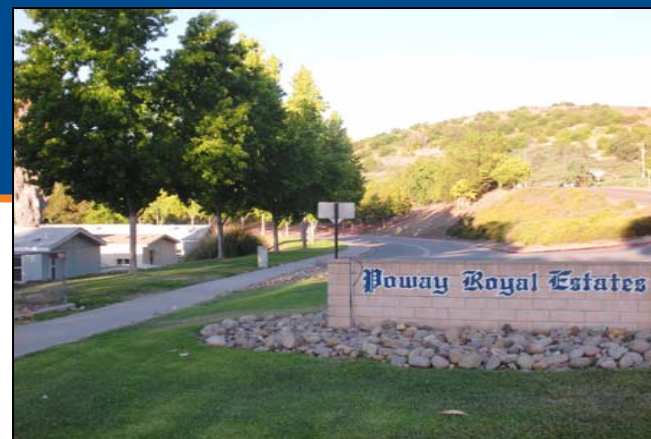


# Marcus & Millichap

Real Estate Investment Services

**399 SPACES**  
**POWAY ROYAL ESTATES**  
**13300 Alpine Drive**  
**Poway, CA 92064**

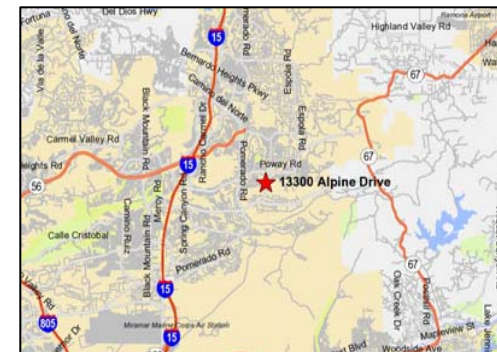


## INVESTMENT HIGHLIGHTS

- ◆ All Age Community Prime San Diego Location
- ◆ All City Services. New Infrastructure in 1997. All Utilities Sub-metered
- ◆ Full Amenity Package for Residents. Two Locations in the Community
- ◆ Situated Close to All Services, Schools, Transportation and Medical
- ◆ 99% Occupied with High Demand. One Vacant Site Available.
- ◆ RV Storage for 48 Vehicles on a Separate 2.69 Acre Parcel
- ◆ \$1,800,000 Hold Back from Sales Price to Complete all Planned Capital Improvements
- ◆ Seller Financing at 5% IO for 20 Years

## OFFERING SUMMARY

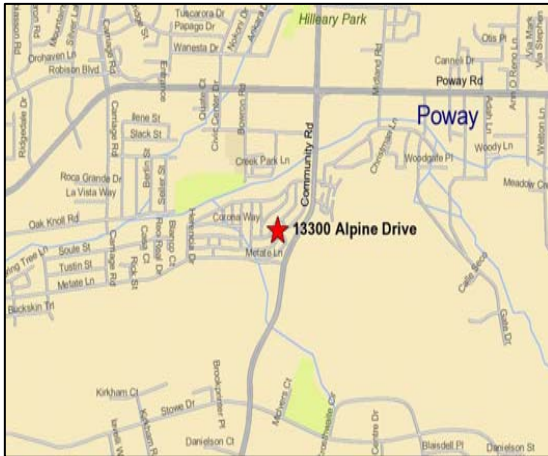
Price	\$38,300,000
Down Payment	(24%) \$9,100,000
Loan Amount	\$19,200,000
Loan Type	New
Interest Rate/Amortization	5.750% / 30 Years
Loan Amount	\$10,000,000
Loan Type	Seller
Interest Rate	5.000%
Spaces	399
Price Per Space	\$95,990
Year Built	1972 / 1977
Lot Size	51 Acres
Cap Rate - Current	6.59%
Cap Rate - Pro Forma	6.72%
GRM - Current	10.25
GRM - Pro Forma	10.00
Net Cash Flow After Debt Service - Current	7.5%
Net Cash Flow After Debt Service - Pro Forma	8.0%
Total Return - Current	10.2%
Total Return - Pro Forma	10.7%



Listed by:

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**INVESTMENT OVERVIEW**

Poway Royal Estates is a 399 space, all age community located in Poway, California. The Park is situated on two tax parcels with gross acreage totaling 51 acres. The road area is 3.09 acres (134,600 SF) and the 399 sites are built on 45.18 net acres with a density of 8.26 sites per gross acre. There is a 2.69 acre vehicle storage lot with 87 spaces for vehicle storage. The property consists of almost all double wide homes on all double wide sites. The sites measure from 40' to 42' in width and 70' to 74' in length. There are 396 revenue generating sites, one (1) vacant POH and two park owned employee homes. The mobile home community is surrounded by desirable single family residential development, prime commercial office space, retail centers and recreational open space.

The community is currently 99% occupied with only one (1) vacant park owned home. The home on site #256 is included in the sales price and is included in its "as is" condition. The home is a 1975 Celtic, 12 x 60 with a front 7 x 11 pop-out and an 8 x 22 rear add-on.

**SPACE MIX**

No. of Spaces	Space Type	Current Rents	Monthly Income	Pro Forma Rents	Monthly Income
54	DoubleWide	\$687	\$37,097	\$687	\$37,097
60	DoubleWide	\$698	\$41,891	\$698	\$41,891
6	DoubleWide	\$733	\$4,398	\$748	\$4,486
22	DoubleWide	\$749	\$16,478	\$771	\$16,972
39	DoubleWide	\$758	\$29,561	\$777	\$30,300
16	DoubleWide	\$783	\$12,534	\$803	\$12,847
<b>399</b>	<b>Total</b>		<b>\$311,246</b>		<b>\$319,321</b>

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

**OPERATING DATA**

	Current	Pro Forma
<b>INCOME</b>		
Gross Potential Rent	\$3,734,952	\$3,831,852
Other Income	868,850	903,952
Gross Potential Income	\$4,603,802	\$4,735,804
Less: Vacancy/Deductions	0.3% 9,492	0.3% 9,492
Effective Gross Income	\$4,558,310	\$4,690,312
Less: Expenses	2,033,743	2,115,906
Net Operating Income	\$2,524,567	\$2,574,406
Debt Service	1,844,552	1,844,552
Debt Coverage Ratio	1.88	1.91
Debt Coverage Ratio (Combined)	1.37	1.40
Net Cash Flow After Debt Service	7.5% \$680,015	8.0% \$729,854
Principal Reduction	246,994	246,994
Total Return	10.2% \$927,009	10.7% \$976,848
<b>EXPENSES</b>		
Real Estate Taxes	\$442,213	\$460,078
Insurance	25,000	26,010
On-Site Management	137,230	142,774
Off-Site Management	75,000	78,030
Gas / Electric	490,000	509,796
Water / Sewer	400,000	416,160
Trash	90,000	93,636
Total Utilities	980,000	1,019,592
Repairs & Maintenance	99,100	103,103
General & Administrative	19,900	20,705
Reserves & Replacements	40,000	41,616
Supplies	20,300	21,120
Contract Landscaping Maintenance	34,000	35,374
Resident Services	20,000	20,808
Contract Cleaning	20,000	20,808
Total Other Expenses	121,000	125,888
<b>Total Expenses</b>	<b>\$2,033,743</b>	<b>\$2,115,906</b>
Expenses per Space	\$5,097	\$5,303
% of EGI	44.6%	45.1%



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