

LOW DENSITY + CITY SERVICES + NEWER SECTION



Arrowhead and Willow Manor MHP's **1900 Burns Road • Klamath Falls, OR 97603** **(Klamath County)**

- **Low Space Rent at \$250 – Going up \$15**
- **On Both City Water and Sewer Services**
- **34 Spaces (21 Spaces + 13 Spaces)**
- **Large Space Size Lower Density**
- **\$20,588 Per Space, Way Below Replacement**
- **No Park Owned Homes, In Good Condition**



www.cbre.com/MHRV

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Park Address 1900 Burns St + 3440 Alva Ave.			Price \$700,000																		
City and State Klamath Falls, OR	Zip Code 97603	Number of Spaces 34 (21+13)	Down Payment Cash / New Loan																		
County Klamath	Estimated Age Year(s)	Number of Park Owned Homes NONE	Loan Amount TBD																		
Parcel Size: Approximately 3.5 Acres		Vacancy: 2 Spaces	Cap Rate 8.0%																		
Rent Control & Terms: No Rent Control																					
<p align="center">Property Description & Location Information</p> <p>CBRE/MHRV GROUP: Great clean & stable park with newer section, city services and direct bill electric. 13 Spaces were built in 1996-1997. Below market rents at only @ \$250 for sale and only \$20,588 per space. The parks are adjacent to each other and essentially operate as 1 park. Arrowhead has 21 spaces with only 2 vacant pads and Willow Manor has 13 spaces with no vacancies.. Rents are \$250 with direct billed electric and submetered water. Sewer and trash are included in the space rent.</p> <p>The park is located just off the Crater Lake Parkway 39 and close to major retail, the Klamath Count Fairgrounds and just south of the main east-west thoroughfare – Shasta Avenue.</p> <p>This a great opportunity to purchase a newer mobile home park on city services at well below replacement cost and have immediate cash flow at close or escrow. Market rents are in the \$290 to \$315 range.</p> <p>Please contact the brokers for additional information regarding the park operations</p>			<p align="center">Park Utilities</p> <table border="1"> <thead> <tr> <th colspan="2">Utility Summary</th> <th>Paid By</th> </tr> </thead> <tbody> <tr> <td>Electric</td> <td>Direct</td> <td>Tenant</td> </tr> <tr> <td>Water</td> <td>Billed</td> <td>Tenant</td> </tr> <tr> <td>Sewer</td> <td>Included</td> <td>Park Pays</td> </tr> <tr> <td>Trash</td> <td>Included</td> <td>Park Pays</td> </tr> <tr> <td>Trash</td> <td>City</td> <td>Park Pays</td> </tr> </tbody> </table> <p>Loan Assumptions: Broker anticipates 65% LTV at 6.25% 25 year amortization with a 10 year term.</p> <p>Gross Income \$101,760</p> <p>Expenses \$45,500 (44%)</p> <p>NOI \$56,250</p>	Utility Summary		Paid By	Electric	Direct	Tenant	Water	Billed	Tenant	Sewer	Included	Park Pays	Trash	Included	Park Pays	Trash	City	Park Pays
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 <p>DO NOT CONTACT MANAGER OR DISTURB TENANTS Please contact listing brokers before any visit to the site</p>																					



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The property owner has requested that all interested parties agree to this Disclosure Agreement. Any additional information not included in this offering package including but not limited to the release of historical, year to date information or other "Due Diligence" materials prior to an acceptable offer, letter of intent and/or site visit **will only be provided at discretion of the property owner(s) and the their instructions to CBRE (listing brokers).**

I, _____ hereby understand that the salient property "Information" for the property referenced in this offering package is intended for the sole use as a qualified investor and/or as a representing broker/agent. I acknowledge that the information herein and any additional "Information" about this property will be kept absolutely confidential and is not to be redistributed. Broker/agent acknowledge that a new disclosure agreement must be submitted and accepted by CBRE for each prospective investor individually.

I also agree that neither I, or any affiliated party **will not visit the property or discuss park matters** with park residents or employees without expressed approval. Please direct any and all questions through CBRE.

Prospective Investor:

Company Name

Print Full Name

Email (optional)

Phone Number

Signature

Date

Representing Broker/Agent:

Company Name

Print Full Name

Email

Phone Number

Signature

Date

**Please sign and return this page to fax number: (858) 777-5380
or Scan & Email to: sandiego-mhrvgroup@cbre.com**

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GROSS INCOME	2009	2010	2011		w Rents at \$265
Gross Income		\$ 94,000	\$ 96,000		\$ 101,760
All Utilities			\$ -		\$ -
Laundry			\$ 1,200		\$ -
GROSS INCOME	\$ 85,000	\$ 94,000	\$ 97,200		\$ 101,760

EXPENSES	2009	2010	2011	Rate	
Advertising			\$ 600		\$ 600
Water					\$ 600
Sewer					\$ 10,000 (1)
Trash					\$ 6,000 (1)
Gas & Electric					\$ 1,200 (1)
Total Utilites - Water & Electric	\$ 19,263	\$ 15,406	\$ 18,400		(1)
Insurance	\$ 1,450	\$ 2,171	\$ 2,171		\$ 3,500
Legal & Accounting			\$ 1,200		\$ 1,200
Meter Reading			\$ 1,200		\$ 1,800
License & Permits			\$ 500		\$ 1,000
Telephone			\$ 900		\$ 1,200
Manager			\$ 1,200		\$ 1,200
Payroll Tax, Comp & Insurance			\$ -		\$ -
Real Estate Taxes	\$ 3,808	\$ 6,782	\$ 6,800		\$ 6,800
Maintenance & Repair			\$ 8,500	@ \$250/sp	\$ 8,500 (2)
Miscellaneous	\$ 2,500	\$ 2,500	\$ 2,500		\$ 2,500 (3)
TOTAL EXPENSE	\$ 27,021	\$ 26,859	\$ 43,371		\$ 45,500
			45%		45%
NET OPERATING INCOME	\$ 57,979	\$ 67,141	\$ 53,829		\$ 56,260

(1)	Prior years utility expenses were lumped together - 2012 is listed seperately
(2)	Estimated repair and maintenance at \$250 per space for the year
(3)	An additional \$2,500 miscellaneous expense is included also

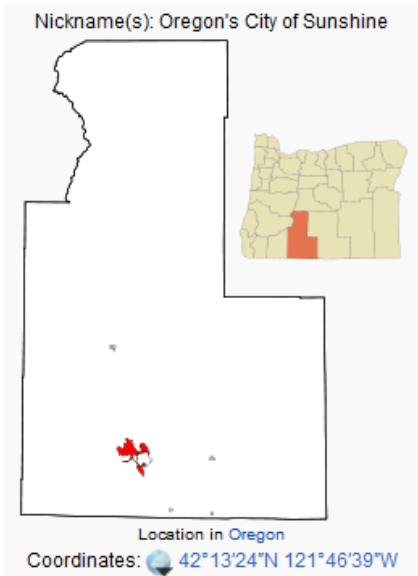
Space Number	Space Count	Monthly Space Rent	Water	Trash	Sewer	w/ \$15 Rent Increase
1	1	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
2	2	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
3	3	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
4	4	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
5	5	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
6	6	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
7	7	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
8	8	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
9	9	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
10	10	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
11	11	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
12	12	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
13	13	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00

Space Number	Space Count	Monthly Space Rent	Water	Trash	Sewer	w/ \$15 Rent Increase
1	14	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
2	15	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
3	16	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
4	17	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
5	18	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
6	19	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
7	20	\$ -	\$ -	\$ -	\$ -	
8	21	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
9	22	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
10	23	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
11	24	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
12	25	\$ -	\$ -	\$ -	\$ -	
13	26	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
14	27	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
15	28	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
16	29	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
17	30	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
18	31	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
19	32	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
20	3	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
21	34	\$ 250.00	\$ -	\$ -	\$ -	\$ 265.00
Totals		\$ 8,000	\$ -	\$ -	\$ -	\$ 8,480.00
	Per Year	\$ 96,000				\$101,760.00

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Country	United States
State	Oregon
County	Klamath
Incorporated	1905

Government	
• Mayor	Todd Kellstrom

Area	
• Land	19.8 sq mi (51.3 km ²)

Elevation	4,099 ft (1,249.4 m)
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Population (2010 ^[1])	
• Total	20,840
• Density	1,052.2/sq mi (406.3/km ²)

Time zone	Pacific (UTC-8)
• Summer (DST)	Pacific (UTC-7)

ZIP codes	97601, 97603
Area code(s)	541

FIPS code	41-39700 ^[2]
GNIS feature ID	^[3]

Website	www.ci.klamath-falls.or.us
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Klamath Falls is home to many outdoor winter and summer activities. The nearby Running Y Ranch Resort features a golf course designed by Arnold Palmer, an ice skating arena, trailriding, and overlooks Upper Klamath Lake, the largest natural lake in the Pacific Northwest[citation needed] There is also a canoe trail through the wildlife refuge at Rocky Point.

The OC&E Woods Line State Trail is a rail trail in the city and is the longest state park in Oregon. Wiard Park, along the OC&E State Trail and operated by the Wiard Memorial Park and Recreation District, opens dawn to dusk from May 1st to October 1st. Klamath Falls has a Veterans Memorial Park located downtown along the shore of Lake Ewauna.

Klamath Falls is located on the Pacific Flyway, and large numbers of waterfowl and raptors are seen throughout the year. A large number of Bald Eagles winter in Bear Valley, located 10 miles (16 km) west of Klamath Falls, near Keno, and the American White Pelican shows in great numbers in summer.

Crater Lake National Park is 50 miles (80 km) north of Klamath Falls, and 33-mile (53 km) Rim Drive, which circles the lake, is a favorite of cyclists. Winter cross country skiing and snow shoeing in the park is also very popular. The more than mile high Crater Lake Marathon is an annual event.

Lava Beds National Monument is about 30 miles (48 km) to the south east of Klamath Falls near the town of Tulelake, California. The Lava Beds provide an excellent opportunity to explore an area that has perhaps the highest concentration of lava tubes. The monument also interprets the Modoc War, including the First Battle of the Stronghold.

Mountain Lakes Wilderness Area, one of the first designated wilderness areas in the United States, lies just to the west of Klamath Falls, providing some excellent opportunities for backpacking and fishing in pristine mountain lakes.

Demographics: As of the census of 2000, there were 19,462 people, 7,916 households, and 4,670 families residing in the city. The population density was 1,089.5 /sq mi (420.7 /km2). There were 8,722 housing units at an average density of 488.3 /sq mi (188.5 /km2).

The racial makeup of the city was: 85.12% White 1.02% African American 4.44% Native American 1.32% Asian 0.13% Pacific Islander 4.15% from other races 3.83% from two or more races 9.32% of the population are Hispanic or Latino of any race.

There were 7,916 households out of which the age distribution was: 25.5% under the age of 18 13.1% from 18 to 24 27.2% from 25 to 44 21.5% from 45 to 64 2.8% who were 65 years of age or older.

The median age was 33 years. For every 100 females there were 101.9 males. For every 100 females age 18 and over, there were 100.1 males.

The median income for a household in the city was \$28,498, and the median income for a family was \$37,021. Males had a median income of \$31,567 versus \$22,313 for females. The per capita income for the city was \$16,710. About 21.9% of the population and 16.2% of families were below the poverty line, including 26.8% of those under age 18 and 9.5% of those 65 or over.

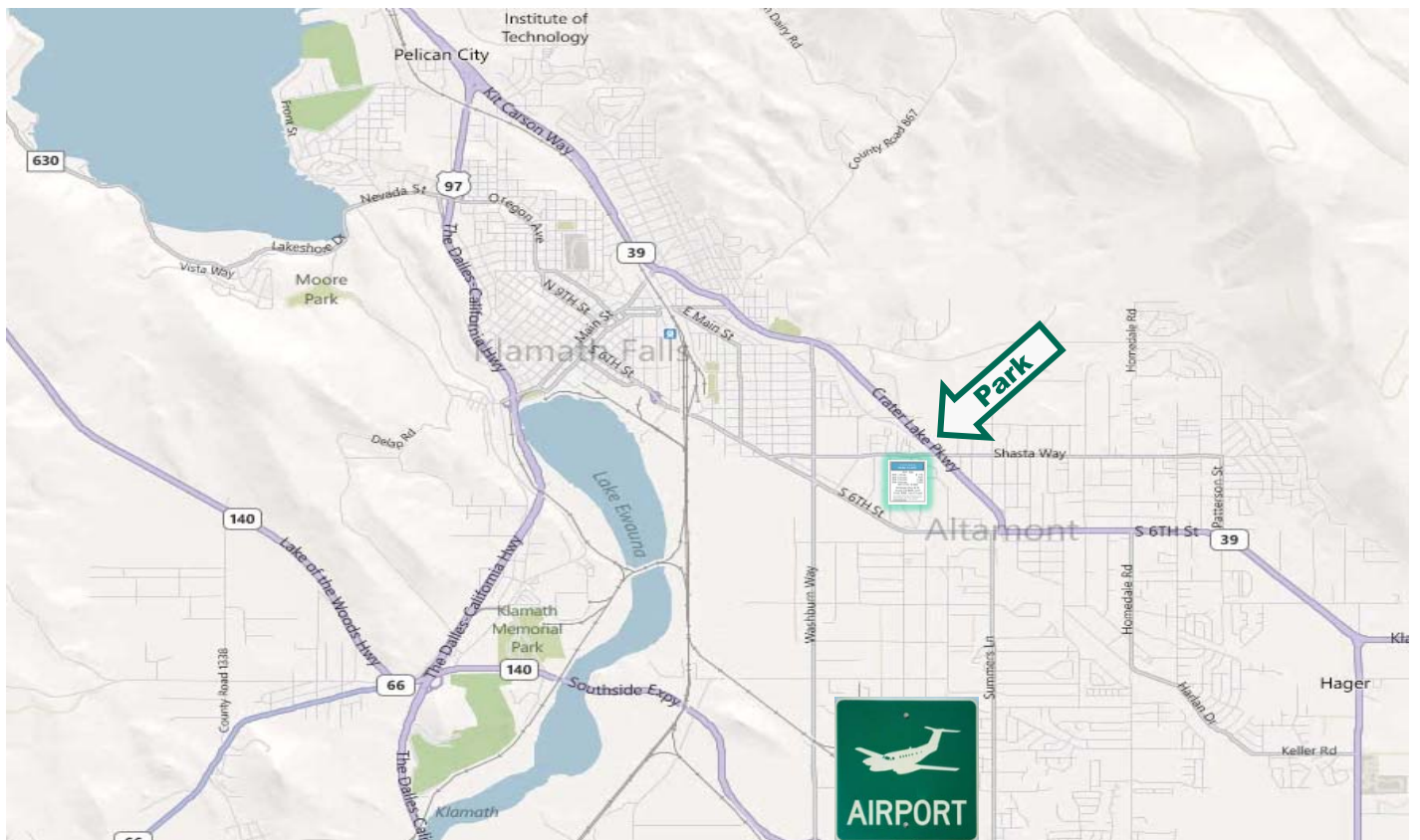
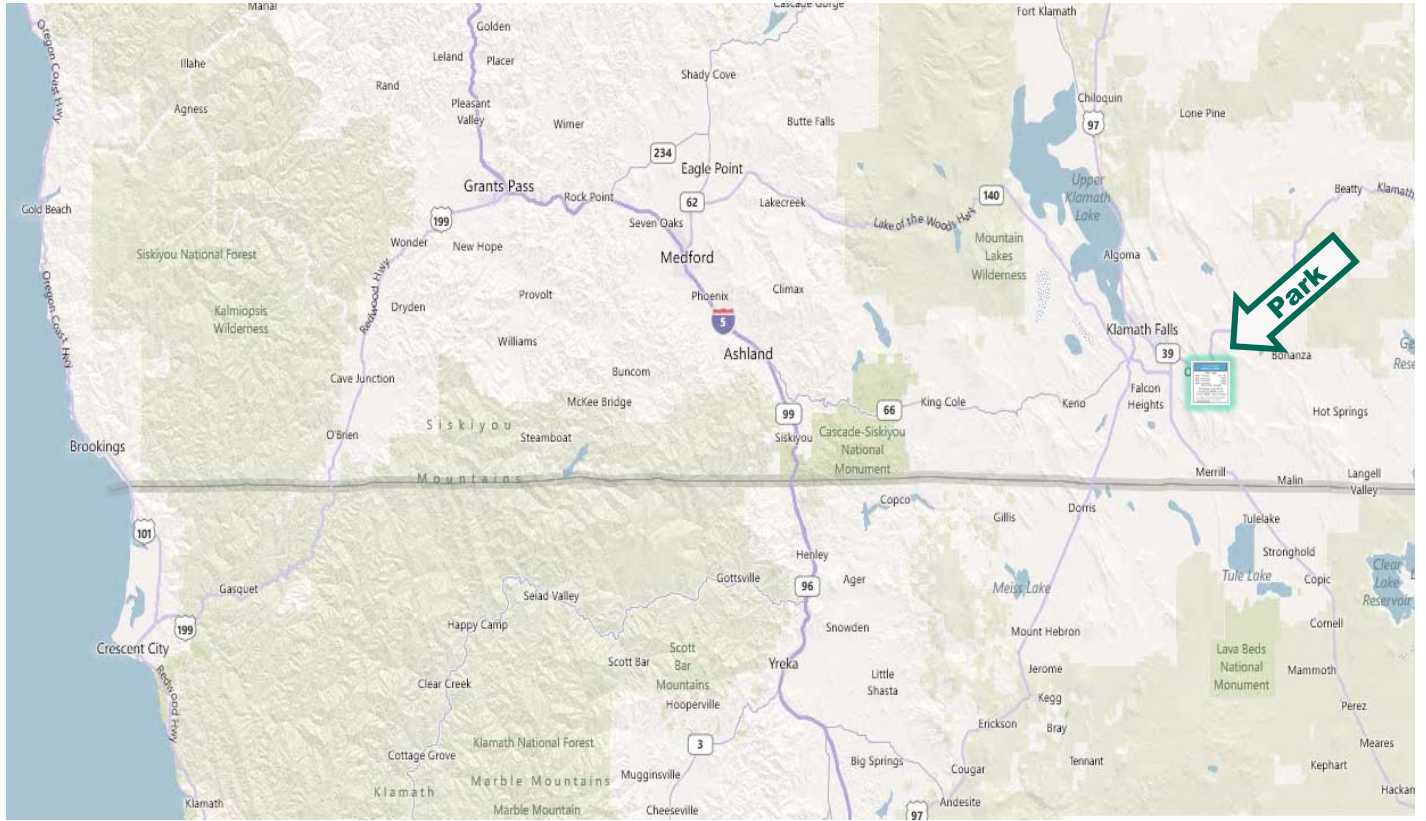
Historical populations		
Census	Pop.	%±
1890	364	—
1900	447	22.8%
1910	2,758	517.0%
1920	4,801	74.1%
1930	16,093	235.2%
1940	16,497	2.5%
1950	15,875	-3.8%
1960	16,949	6.8%
1970	15,775	-6.9%
1980	16,661	5.6%
1990	17,737	6.5%
2000	19,462	9.7%
2010	20,840	7.1%

Sources: ^[17]^[18]^[1]

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