

Manufactured Home Community and Mobile Home Park Newsletter



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For more information on
**LISTINGS OF PARKS &
COMMUNITIES**

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NAI Iowa Realty Commercial
A Berkshire Hathaway Company

MARCH MADNESS FOR MOBILE HOME PARK SALES

Basketball isn't the only sport that is drawing national attention these days. Buying mobile home parks and communities is pretty sporting in 2015. The velocity of mobile home park sales and the appetite of investors to buy parks is up over last year. It seems that low interest rates and a rising economy make investors feel good about buying more and more parks and communities. With jobs expanding and companies growing, buyers feel secure that the

economy is improving and it is "safe" to invest.

Even Michigan, a state that was badly hurt (at least in Eastern Michigan) by the 2008 crash is experiencing robust sales of mobile home parks.

More sellers say they are "tired" of owning their mobile home parks. After decades of owning and managing, this shouldn't be a surprise.

One of the trends in mobile home park sales today: CASH. There are a lot more cash sales.

THINK YOU CAN'T GET NAILED FOR FINANCING MOBILE HOMES IN YOUR COMMUNITY?

Tim DeWitt, Executive director of the Michigan Manufactured Home Association reports that a mobile home park owner is under investigation for possible violation of the Dodd Frank Act.

What's the Dodd Frank Act? It is Federal legislation that bars mobile home parks from selling and financing homes unless the community owner has certain licenses to finance the homes. To learn more about being properly licensed go to www.rishel.net or contact your state association.

I encourage all community owners to join your state association. There are more topics coming at us that impact mobile home parks than in the past. Some of them are:

- ▶ Help Animals. There is new legislation on this. Basically, any resident that can get a letter from a physician, dentist or therapist is allowed by law to have a dog or pet if the medical letter states that the resident would benefit from it.

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Financing Homes in Your Community Continued From Page 1

- ▶ **Dodd Frank Legislation.** What you can and can't do to finance homes in your communities.
- ▶ **Real Estate Assessed Values** In Iowa, the State Legislature mandated that the multi-family assessed values are treated as single family. The Local and County Assessors must roll back assessed values 5% per year for 10 years.

The state Executive Directors that I know (and I know most of them) are not only extremely knowledgeable about the manufactured home business, but they are also committed to the members' business being as protected as possible from unfriendly landlord legislation. In other words, the Executive Director has your back! Do your state association a favor, more importantly do yourself a favor, and join your state association now!

www.rishel.net
Learn about licensing to finance community homes.
www.manufacturedhousing.org
Manufactured Housing Institute,
National Trade Association

**Parks/Communities
for sale can
be found at
JoanneMStevens.com**



Joanne Stevens is a specialist in consulting and brokering mobile home parks and land lease communities throughout the U.S. With her 20 years of experience in developing, zoning, owning, retailing, managing, turning around and brokering parks, she can enhance your decision to sell your property.

For a FREE MARKET ANALYSIS on the value of your park or community, contact Joanne Stevens at:

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Rent Increase Letter
Go to www.JoanneMStevens.com and click on 'Articles' for a sample Rent Increase letter.

PLAN TO ATTEND:
**2015 National Congress & Expo
For the Manufactured Home Business
April 13-16, 2015
Paris Hotel
Las Vegas, NV**

WHICH MOBILE HOME PARKS ARE SELLING AND WHY

Below is a microcosm of why sellers sold and why buyers bought.

Park Description	Reason For Selling	Reason For Buying
80 Sites	California owner of Midwestern mobile home park; realized it took more of his time away from his primary business than anticipated.	Experience and ability to fix some problems; bought @ a 10 cap with 100% bank financing and seller financed most of fix-up costs.
Midwest 68 Sites	Owner got tired of his park business and started buying a lot of other investments. He asked relatives to “manage” the mobile home park but didn’t spend a lot of time on training. You can probably guess how it turned out. Luckily, the park didn’t lose any homes, but tenant delinquencies went up.	Mobile home park investor with other parks in the area. It fit their business model of buying Midwestern parks.
200 Sites in Upper Midwest City	Owners have thought about selling for years, but the kids said they wanted to keep and operate it. Ultimately, the family members that lived in distant states convinced the family it was time to cash in their chips and sell.	An out of state investor bought because he had ties to the area, the mobile home park was 95% plus occupied, city water and city sewer.

This newsletter and its content are not meant as a solicitation of any property(ies) that may be listed. This is a creation of Joanne M. Stevens with NAI Iowa Realty Commercial as a resource for Mobile Home Park/Manufactured Home Community owners.

MOBILE HOME PARK SALES:

PARK (All Midwestern)	# OF SITES	# OF VACANCIES	CITY WATER & SEWER Y/N	SALE PRICE	PRICE PER OCCUPIED SITE	PARK OWNED HOMES
1. Kansas City Area	79	4	Yes	\$2,700,000	\$34,000	10
2. Eastern Iowa	330	10	Yes	\$8,000,000	\$24,240	15
3. Minnesota	125	30	Yes	\$1,500,000	\$16,000	0
4. Upper Midwest	200	6	Yes	\$4,000,000	\$20,000	0
5. Southern Iowa	67	16	Yes	\$680,000	\$10,149	1