

| W            | L            | W             | L             | W             | L             | W             | L             | W             | L                   | W                   | L             | W             | L             |
|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------------|---------------------|---------------|---------------|---------------|
| 1. 25' x 41' | 5. 31' x 64' | 8. 30' x 60'  | 11. 38' x 60' | 14. 36' x 60' | 17. 31' x 50' | 20. 30' x 55' | 23. 42' x 75' | 27. 42' x 75' | 31. 42' x 75'       | 35. 26' x 80' x 45' | 38. 40' x 65' | 39. 40' x 65' | 40. 45' x 70' |
| 2. 25' x 65' | 6. 31' x 55' | 9. 36' x 60'  | 12. 36' x 60' | 15. 37' x 60' | 18. 38' x 55' | 21. 25' x 55' | 24. 43' x 73' | 28. 42' x 75' | 32. 42' x 75'       | 36. 43' x 70'       | 37. 35' x 55' |               |               |
| 3. 32' x 55' | 7. 32' x 60' | 10. 38' x 60' | 13. 38' x 60' | 16. 40' x 62' | 19. 35' x 55' | 22. 25' x 55' | 25. 43' x 74' | 29. 43' x 76' | 33. 42' x 77'       |                     |               |               |               |
| 4. 31' x 52' |              |               |               |               |               |               | 26. 42' x 75' | 30. 42' x 75' | 34. 25' x 45' x 80' |                     |               |               |               |

Upper:

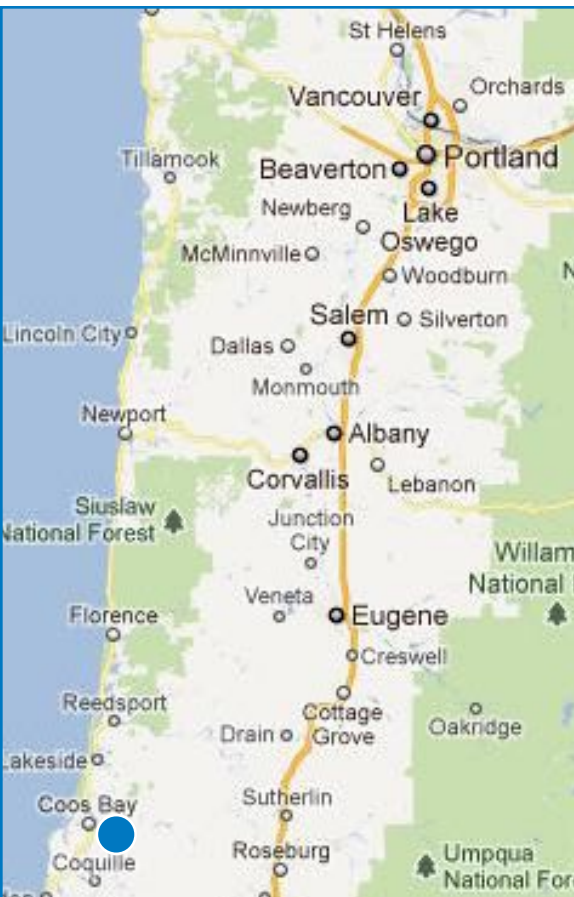
| W             | L             | W                   | W                   | W             | W             |
|---------------|---------------|---------------------|---------------------|---------------|---------------|
| 23. 42' x 75' | 27. 42' x 75' | 31. 42' x 75'       | 35. 26' x 80' x 45' | 38. 40' x 65' | 39. 40' x 65' |
| 24. 43' x 73' | 28. 42' x 75' | 32. 42' x 75'       | 36. 43' x 70'       | 37. 35' x 55' | 40. 45' x 70' |
| 25. 43' x 74' | 29. 43' x 76' | 33. 42' x 77'       |                     |               |               |
| 26. 42' x 75' | 30. 42' x 75' | 34. 25' x 45' x 80' |                     |               |               |



# COOS BAY HEIGHTS MOBILE HOME PARK

93643 McKenna Drive | Coos Bay, OR 97420

| ESTIMATED CASH FLOW ANALYSIS |           |
|------------------------------|-----------|
| Sale Price                   | \$575,000 |
| No. Units                    | 39        |
| \$/Unit                      | \$14,744  |
| Downpayment                  | \$143,750 |
|                              |           |
| Loan                         | \$431,250 |
| Interest                     | 6.00%     |
| Amortization (months)        | 300       |
|                              |           |
| Monthly Payment              | \$2,779   |
| Annual Payment               | \$33,343  |
|                              |           |
| Net Operating Income         | \$57,420  |
| Annual Debt Service          | \$33,343  |
| Cash Flow                    | \$24,077  |
|                              |           |
| Cash on Cash Return          | 16.7%     |
| CAP Rate                     | 10.0%     |
| GRM                          | 4.4       |



| INCOME / EXPENSE ESTIMATE   |              |           |                    |
|-----------------------------|--------------|-----------|--------------------|
| UNIT TYPE                   | MONTHLY RENT | UNIT #    | MONTHLY TOTAL RENT |
| Mobile Home Pad             | \$280        | 39        | \$10,920           |
| <b>TOTAL</b>                |              | <b>39</b> | <b>\$10,920</b>    |
| Laundry Income              |              |           | \$50               |
| <b>TOTAL MONTHLY INCOME</b> |              |           | <b>\$10,970</b>    |

| INCOME                            | ANNUAL          |                |               |
|-----------------------------------|-----------------|----------------|---------------|
| <b>GROSS INCOME</b>               | \$131,640       |                |               |
| <b>LESS VACANCY @ 10%</b>         | (\$13,164)      |                |               |
| <b>EFFECTIVE INCOME</b>           | \$118,476       |                |               |
| LESS ESTIMATE EXPENSES            | ANNUAL          | PER UNIT       | % GROSS       |
| Real Estate Taxes                 | \$6,500         | \$167          | 5.49%         |
| Insurance                         | \$2,000         | \$51           | 1.69%         |
| Electricity                       | \$1,572         | \$40           | 1.33%         |
| Water                             | \$11,184        | \$287          | 9.44%         |
| Garbage                           | \$9,669         | \$248          | 8.16%         |
| <b>TOTAL FIXED EXPENSES</b>       | <b>\$30,925</b> | <b>\$793</b>   | <b>26.10%</b> |
| Management Professional           | \$17,771        | \$456          | 15.00%        |
| On-site Maintenance Rent Abatment | \$3,360         | \$86           | 2.84%         |
| Estimated Repairs                 | \$6,000         | \$154          | 5.06%         |
| Reserves                          | \$3,000         | \$77           | 2.53%         |
| <b>TOTAL VARIABLE EXPENSES</b>    | <b>\$30,131</b> | <b>\$773</b>   | <b>25.43%</b> |
| <b>TOTAL ANNUAL EXPENSES</b>      | <b>\$61,056</b> | <b>\$1,566</b> | <b>51.53%</b> |
| <b>NET OPERATING INCOME</b>       | <b>\$57,420</b> |                |               |

**Norris & Stevens**  
Inc.

Todd VanDomelen  
503.225.8475  
toddv@norris-stevens.com

Information contained herein has been obtained from others and considered to be reliable; however, a prospective purchaser or lessee is expected to verify all information to his/her own satisfaction.

# COOS BAY HEIGHTS MOBILE HOME PARK

93643 McKenna Drive | Coos Bay, OR 97420



## Norris & Stevens Inc.

621 SW Morrison Street  
Suite 800  
Portland, OR 97205  
503.223.3171 - P  
norris-stevens.com



MCKENNA DRIVE

For More Information or to  
Schedule a Property Tour, Please  
Contact:

**Todd VanDomelen**

503.225.8475

toddv@norris-stevens.com



*Information contained herein has been obtained from others  
and considered to be reliable; however, a prospective purchaser  
or lessee is expected to verify all information to his/her own  
satisfaction.*