



MOBILE HOME PARK ACQUISITION BUY BOX



ACTIVELY ACQUIRING MOBILE HOME PARKS NATIONWIDE

We seek well-located assets where hands-on experience in acquisitions, financing, construction, management and operations can create long-term value.

TARGET PROPERTIES

- 30-40+ units
- Tenant owned park okay or opportunity to sell POA to tenants on contract
- Ease of development (limited government restrictions)
- Housing shortage area
- Markets with population, employment or tourism growth
- Locations supportive of future expansion and development
- Stabilized or underperforming properties
- Family-owned or owner-operated parks; retiring owners
- Properties needing capital or operational improvements

ACQUISITION FLEXIBILITY

- Creative structures, seller financing / owner carry
- Assumable or favorable existing financing
- Cash purchases
- Conventional financing
- Capital partnerships

VALUE-ADD OPPORTUNITIES

- Additional home sites or acreage for expansion
- Operational and management improvements
- Improved marketing, tenant relations and occupancy
- Below-market lot rents or home rents
- Site, amenity and infrastructure upgrades
- Park-owned homes, infill homes or other housing opportunities
- Additional revenue sources or repositioning potential



GENERALLY NOT A FIT

- Markets with sustained economic or population decline
- Significant unresolved environmental or infrastructure problems
- Severe restrictions preventing needed improvements
- No practical opportunity for expansion or value creation

GEOGRAPHIC FOCUS:

Nationwide - with emphasis on growing employment and population markets.

WHY PINNACLE

40+ years in real estate, finance, construction, management and operations, including ownership of RV parks and campgrounds, resorts, manufactured housing, multifamily and other operating real estate.

HAVE AN OPPORTUNITY?

We want to hear about it.

PINNACLE FINANCIAL SERVICES

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