## 💵 Quick Financial Snapshot

| Metric | Current | Potential |
|---|---|---|
| Monthly Gross Income | $11,735 | $15,950 |
| Annual Gross Income | $140,820 | $191,400 |
| Occupied Pads | (Assumed) All 29 | 29 |
| Difference (Monthly) | — | +$4,215 |
| Difference (Annually) | — | +$50,580 |

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## 🧠 Analysis & Upside Potential

- You're currently capturing **~73.6%** of the park's potential income.
- There's **$50K+ in annual upside** with full occupancy and optimized rents.
- That kind of margin means you likely have:
  - **Under-market rents** on some units
  - At least a few **vacant or underperforming POHs**
  - That one unit used for storage — **easy win** to get it rent-ready

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## 🔧 Value-Add Opportunities

1. **Rehab and rent out** the storage unit
2. **Renegotiate** or gradually increase under-market rents (as allowed)
3. **Improve POH conditions** to justify higher rents
4. Explore **auxiliary income** (storage sheds, pet fees, utility bill-back, etc.)
5. Consider long-term **riverfront recreational use** of the vacant land for extra income or to increase curb appeal

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### 📈 Cap Rate Estimation (Back-of-the-Napkin)

Let's assume **$50,000/year in operating expenses** (typical for this size & type):

- **Current NOI (Net Operating Income)** = $140,820 – $50,000 = **$90,820**
- **Potential NOI** = $191,400 – $50,000 = **$141,400**

At a **cap rate of 8%**, this gives you:

- **Current value** = $90,820 / 0.08 = **$1,135,250**
- **Stabilized value** = $141,400 / 0.08 = **$1,767,500**

That's a **potential value bump of over $600K** by improving operations alone.

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