

# St. Johnsville MHP

7965 Route 5, Saint Johnsville NY 13452

OFFERING MEMORANDUM

# St. Johnsville MHP

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01

Executive Summary

Investment Summary

# ST. JOHNSTVILLE MHP

## OFFERING SUMMARY

ADDRESS	7965 Route 5 Saint Johnsville NY 13452
COUNTY	Montgomery
LAND ACRES	4.37
YEAR BUILT	1979
APN	273889 8.-1-28,273889 8.-1-26,273889 8.-1-27,27388

## FINANCIAL SUMMARY

PRICE	\$350,000
OCCUPANCY	100%
NOI (CURRENT)	\$53,499
NOI (2025)	\$58,215
CAP RATE (CURRENT)	15.29%
CAP RATE (2025)	16.63%
GRM (CURRENT)	4.45
GRM (2025)	4.20

## DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
2023 Population	234	2,779	4,581
2023 Median HH Income	\$50,469	\$47,818	\$51,200
2023 Average HH Income	\$69,604	\$65,006	\$67,828



## Investment Summary

- Back on Market with a Fantastic Price reduction! Don't miss out on this one! Welcome to St. Johnsville MHP, a 17 space manufactured housing community with septic and well located in Montgomery county. In addition to the mobile home park, this deal includes a 2 bed 1 bath single-family Mobile home that sits on its own tax parcel (7979 St. Hwy 5). Pending Releases.

There are Five Park owned homes paying \$650 per month.  
There are 12 Tenant Owned Homes paying \$275 per month





02

Property Description

Property Features

# ST. JOHNSTVILLE MHP

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## GLOBAL

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NUMBER OF UNITS	18
LAND ACRES	4.37
# OF PARCELS	4
YEAR BUILT	1979
ZONING TYPE	MH Park
HOME SBL	273889 8.-1-29

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# ST. JOHNSVILLE MHP

## 03 Rent Roll

Rent Rolls - St.Johnsville

03

<b>St.Johnsville MHP</b>			
<b>Unit #</b>	<b>Type</b>	<b>Rent</b>	<b>Pro Forma</b>
1	TOH	\$275.00	\$283.25
2	TOH	\$275.00	\$283.25
3	TOH	\$275.00	\$283.25
4	TOH	\$275.00	\$283.25
5	TOH	\$275.00	\$283.25
6	TOH	\$275.00	\$283.25
7	TOH	\$275.00	\$283.25
8	TOH	\$275.00	\$283.25
9	TOH	\$275.00	\$283.25
10	TOH	\$275.00	\$283.25
11	TOH	\$275.00	\$283.25
12	TOH	\$275.00	\$283.25
13	POH	\$650.00	\$669.50
14	POH	\$650.00	\$669.50
15	POH	\$650.00	\$669.50
16	POH	\$650.00	\$525.00
17	POH	\$650.00	\$669.50



04

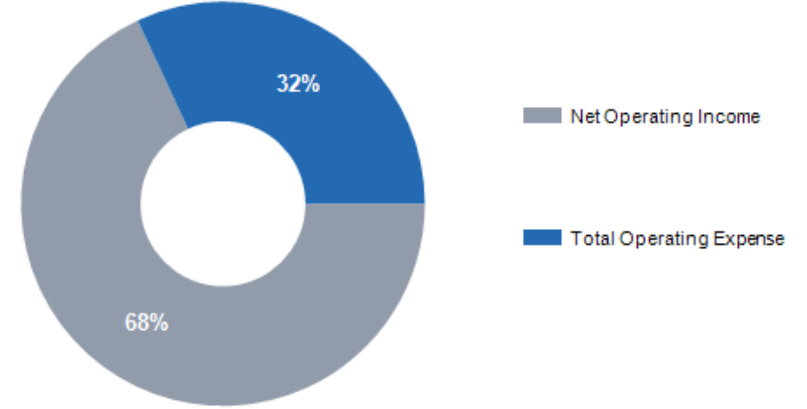
**Financial Analysis**

- Income & Expense Analysis
- Multi-Year Cash Flow Assumptions
- Cash Flow Analysis
- Financial Metrics

## REVENUE ALLOCATION

CURRENT

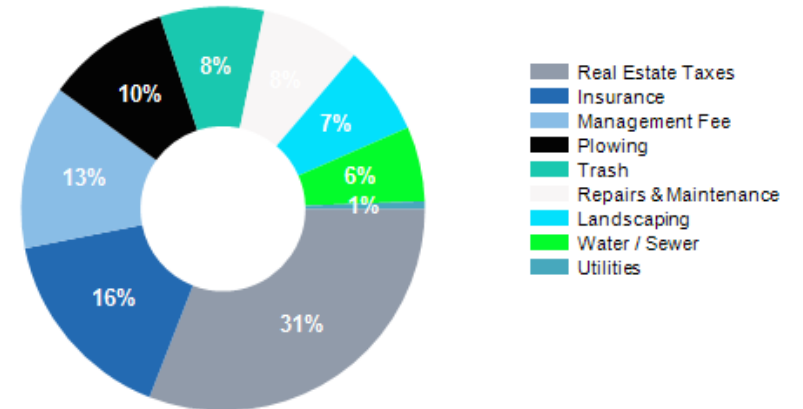
INCOME	CURRENT	2025
Multi-Family Revenue	\$78,600	\$83,316
<b>Effective Gross Income</b>	<b>\$78,600</b>	<b>\$83,316</b>
Less Expenses	\$25,101 31.93%	\$25,101 30.12%
<b>Net Operating Income</b>	<b>\$53,499</b>	<b>\$58,215</b>



EXPENSES	CURRENT	2025
Real Estate Taxes	\$7,763	\$7,763
Insurance	\$4,000	\$4,000
Management Fee	\$3,300	\$3,300
Repairs & Maintenance	\$2,000	\$2,000
Water / Sewer	\$1,500	\$1,500
Utilities	\$150	\$150
Trash	\$2,088	\$2,088
Landscaping	\$1,800	\$1,800
Plowing	\$2,500	\$2,500
<b>Total Operating Expense</b>	<b>\$25,101</b>	<b>\$25,101</b>
% of EGI	31.93%	30.12%

## DISTRIBUTION OF EXPENSES

CURRENT



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## GLOBAL

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Price	\$350,000
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## INCOME - Growth Rates

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Multi-Family Revenue	3.00%
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## EXPENSES - Growth Rates

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Real Estate Taxes	3.00%
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Insurance	3.00%
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Management Fee	3.00%
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Repairs & Maintenance	3.00%
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Water / Sewer	3.00%
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Utilities	3.00%
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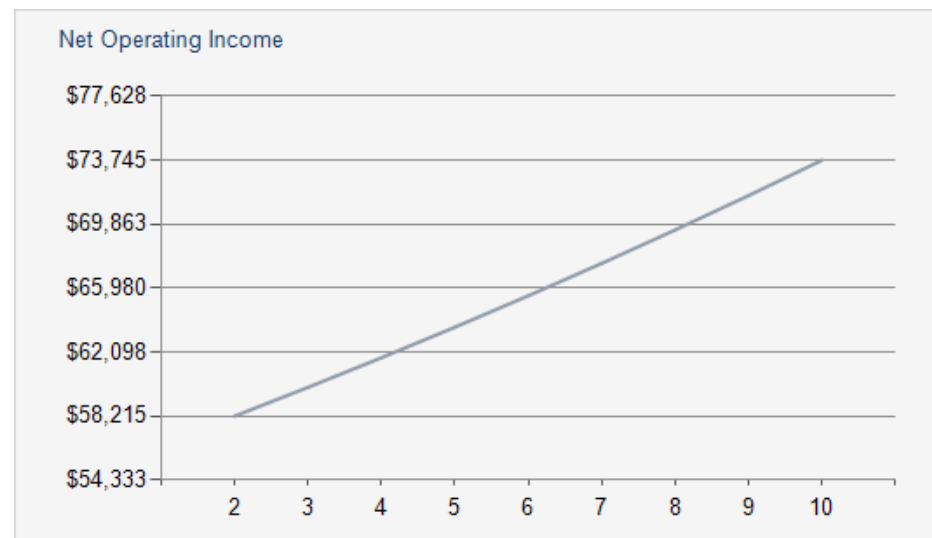
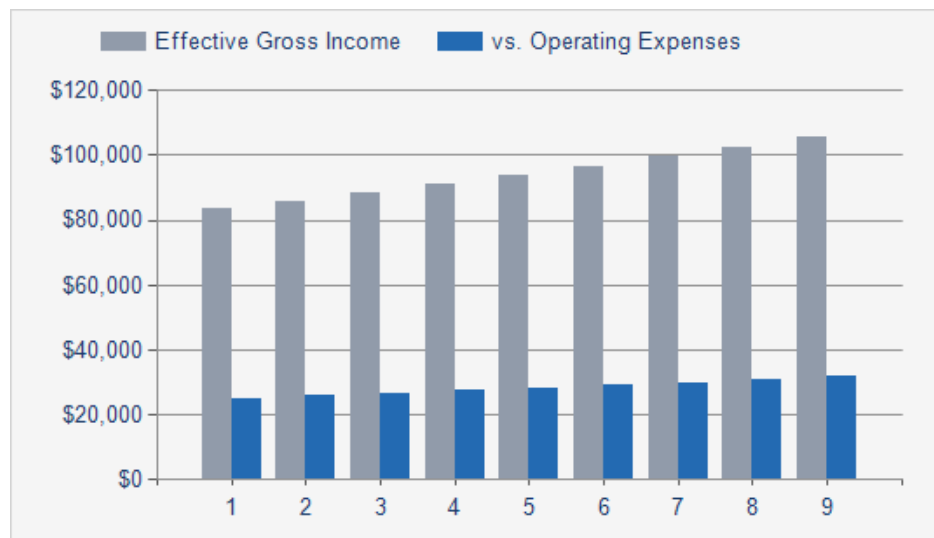
Trash	3.00%
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Landscaping	3.00%
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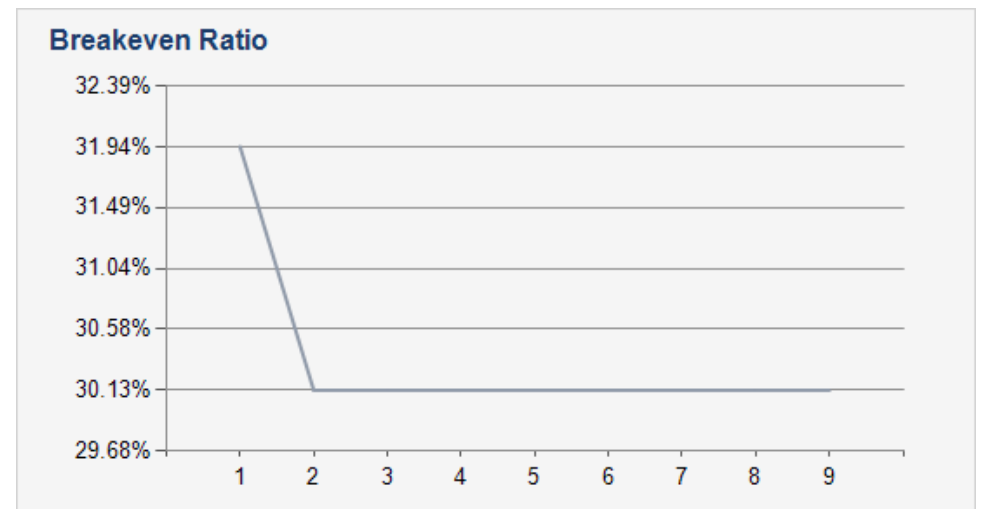
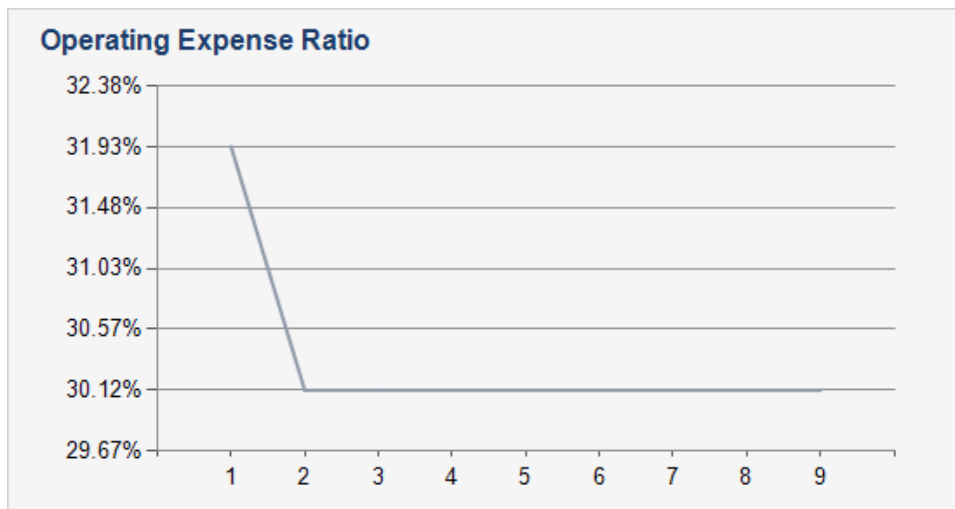
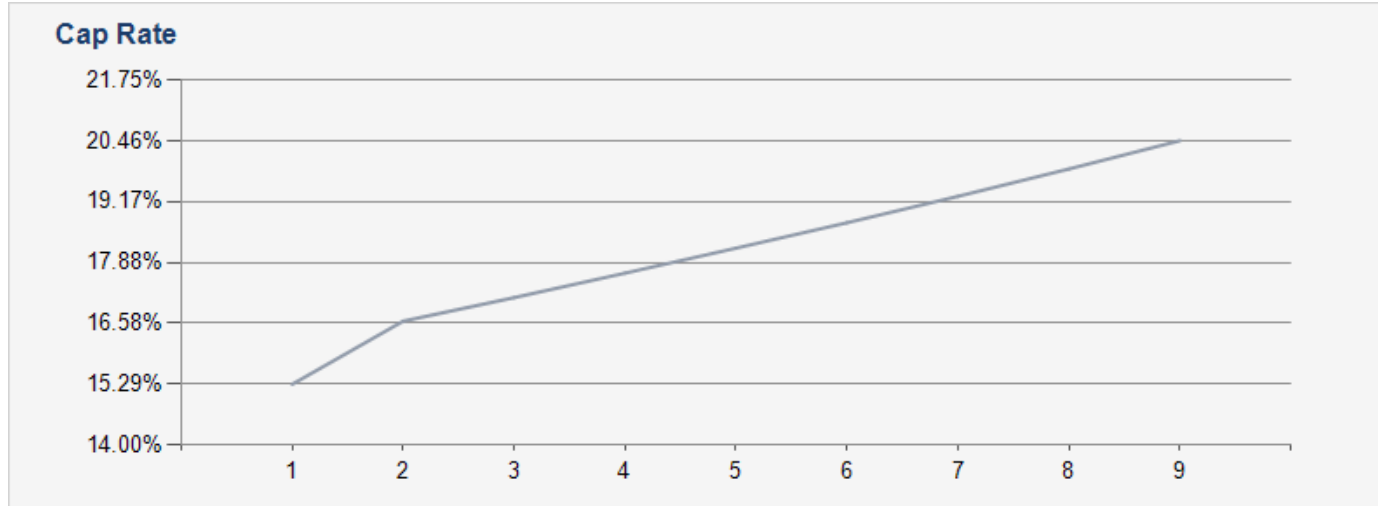
Plowing	3.00%
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Calendar Year	CURRENT	2025	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Gross Revenue</b>										
Multi-Family Revenue	\$78,600	\$83,316	\$85,815	\$88,390	\$91,042	\$93,773	\$96,586	\$99,484	\$102,468	\$105,542
<b>Effective Gross Income</b>	<b>\$78,600</b>	<b>\$83,316</b>	<b>\$85,815</b>	<b>\$88,390</b>	<b>\$91,042</b>	<b>\$93,773</b>	<b>\$96,586</b>	<b>\$99,484</b>	<b>\$102,468</b>	<b>\$105,542</b>
<b>Operating Expenses</b>										
Real Estate Taxes	\$7,763	\$7,763	\$7,996	\$8,236	\$8,483	\$8,737	\$8,999	\$9,269	\$9,548	\$9,834
Insurance	\$4,000	\$4,000	\$4,120	\$4,244	\$4,371	\$4,502	\$4,637	\$4,776	\$4,919	\$5,067
Management Fee	\$3,300	\$3,300	\$3,399	\$3,501	\$3,606	\$3,714	\$3,826	\$3,940	\$4,059	\$4,180
Repairs & Maintenance	\$2,000	\$2,000	\$2,060	\$2,122	\$2,185	\$2,251	\$2,319	\$2,388	\$2,460	\$2,534
Water / Sewer	\$1,500	\$1,500	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739	\$1,791	\$1,845	\$1,900
Utilities	\$150	\$150	\$155	\$159	\$164	\$169	\$174	\$179	\$184	\$190
Trash	\$2,088	\$2,088	\$2,151	\$2,215	\$2,282	\$2,350	\$2,421	\$2,493	\$2,568	\$2,645
Landscaping	\$1,800	\$1,800	\$1,854	\$1,910	\$1,967	\$2,026	\$2,087	\$2,149	\$2,214	\$2,280
Plowing	\$2,500	\$2,500	\$2,575	\$2,652	\$2,732	\$2,814	\$2,898	\$2,985	\$3,075	\$3,167
<b>Total Operating Expense</b>	<b>\$25,101</b>	<b>\$25,101</b>	<b>\$25,854</b>	<b>\$26,630</b>	<b>\$27,429</b>	<b>\$28,251</b>	<b>\$29,099</b>	<b>\$29,972</b>	<b>\$30,871</b>	<b>\$31,797</b>
<b>Net Operating Income</b>	<b>\$53,499</b>	<b>\$58,215</b>	<b>\$59,961</b>	<b>\$61,760</b>	<b>\$63,613</b>	<b>\$65,521</b>	<b>\$67,487</b>	<b>\$69,512</b>	<b>\$71,597</b>	<b>\$73,745</b>



Calendar Year	CURRENT	2025	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
CAP Rate	15.29%	16.63%	17.13%	17.65%	18.18%	18.72%	19.28%	19.86%	20.46%	21.07%
Operating Expense Ratio	31.93%	30.12%	30.12%	30.12%	30.12%	30.12%	30.12%	30.12%	30.12%	30.12%
Gross Multiplier (GRM)	4.45	4.20	4.08	3.96	3.84	3.73	3.62	3.52	3.42	3.32
Breakeven Ratio	31.94%	30.13%	30.13%	30.13%	30.13%	30.13%	30.13%	30.13%	30.13%	30.13%
Price / Unit	\$19,444	\$19,444	\$19,444	\$19,444	\$19,444	\$19,444	\$19,444	\$19,444	\$19,444	\$19,444





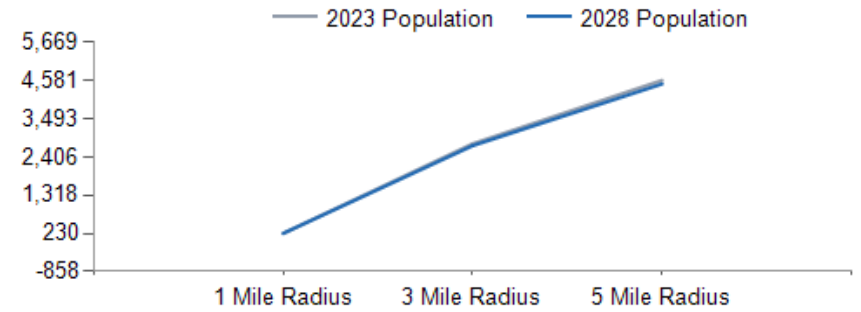
05

Demographics

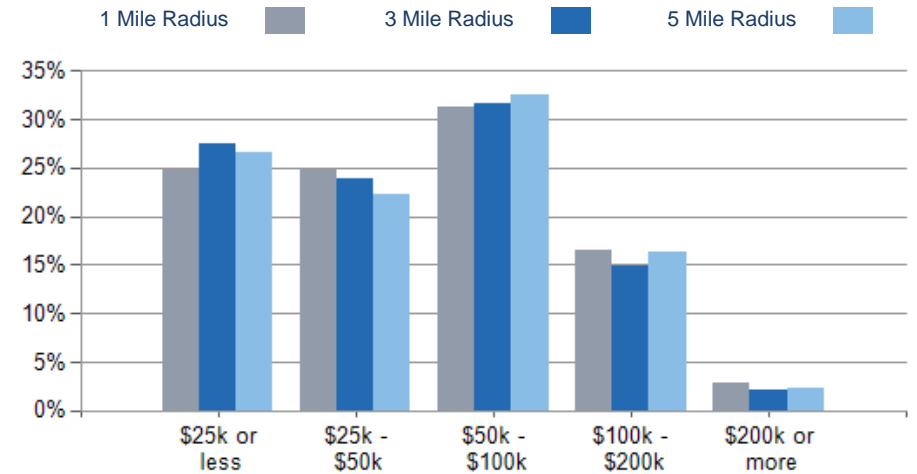
General Demographics

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	243	2,776	4,726
2010 Population	241	2,811	4,840
2023 Population	234	2,779	4,581
2028 Population	230	2,725	4,480
2023 African American	1	8	16
2023 American Indian	1	11	19
2023 Asian	0	6	11
2023 Hispanic	6	80	118
2023 Other Race	1	20	28
2023 White	214	2,551	4,226
2023 Multiracial	16	182	279
2023-2028: Population: Growth Rate	-1.70%	-1.95%	-2.20%

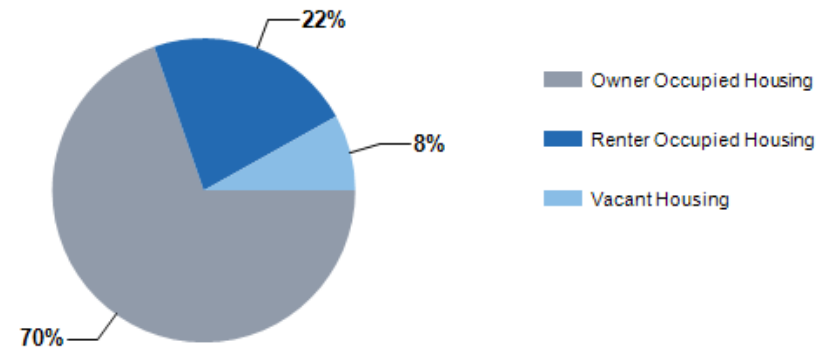
2023 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	14	159	232
\$15,000-\$24,999	13	149	249
\$25,000-\$34,999	13	130	200
\$35,000-\$49,999	14	137	202
\$50,000-\$74,999	18	193	318
\$75,000-\$99,999	16	161	272
\$100,000-\$149,999	14	138	237
\$150,000-\$199,999	4	29	60
\$200,000 or greater	3	23	41
Median HH Income	\$50,469	\$47,818	\$51,200
Average HH Income	\$69,604	\$65,006	\$67,828



### 2023 Household Income



### 2023 Own vs. Rent - 1 Mile Radius

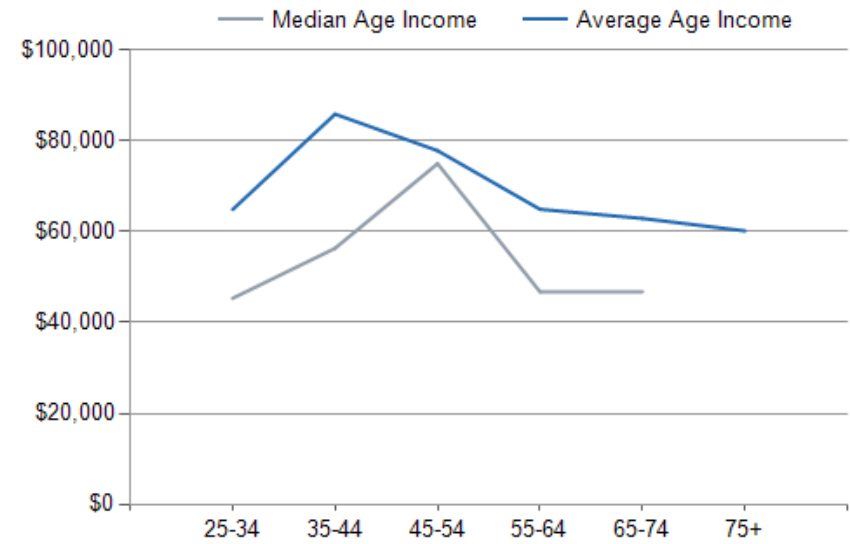
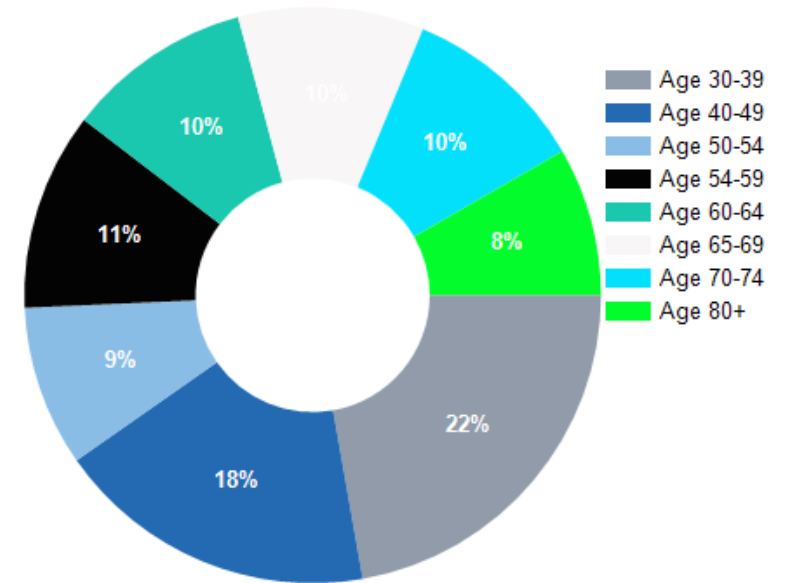


Source: esri

2023 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2023 Population Age 30-34	16	187	303
2023 Population Age 35-39	16	173	278
2023 Population Age 40-44	11	149	252
2023 Population Age 45-49	15	168	276
2023 Population Age 50-54	13	144	263
2023 Population Age 55-59	16	182	304
2023 Population Age 60-64	15	179	319
2023 Population Age 65-69	15	198	338
2023 Population Age 70-74	15	162	251
2023 Population Age 75-79	12	133	202
2023 Population Age 80-84	7	69	104
2023 Population Age 85+	12	119	151
2023 Population Age 18+	194	2,249	3,673
2023 Median Age	46	44	43
2028 Median Age	47	45	44

2023 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$45,336	\$45,648	\$51,842
Average Household Income 25-34	\$64,892	\$62,486	\$69,895
Median Household Income 35-44	\$56,362	\$57,791	\$62,664
Average Household Income 35-44	\$85,913	\$76,991	\$81,390
Median Household Income 45-54	\$75,000	\$63,862	\$66,401
Average Household Income 45-54	\$77,866	\$76,788	\$80,915
Median Household Income 55-64	\$46,758	\$52,271	\$56,216
Average Household Income 55-64	\$64,946	\$64,463	\$68,090
Median Household Income 65-74	\$46,791	\$46,205	\$45,064
Average Household Income 65-74	\$62,935	\$62,191	\$61,454
Average Household Income 75+	\$60,184	\$49,904	\$49,003

Population By Age



# St. Johnsville MHP

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