

**KEITH**wilsonCO.

MOBILE HOME PARK REAL ESTATE BROKERAGE

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**FOR SALE**

**COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY**

**16960 E. 407<sup>th</sup> Court  
Foyil, OK 74031 (Tulsa)**

**15 Sites with 12 Park-Owned Homes**

**\$460,000**

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FOR SALE: Countryside Manufactured Housing Community p...



Copy link

3 MILES

CLAREMORE



Watch on YouTube

estimate on boundary

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# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## INTRODUCTION

Keith Wilson Co., as exclusive broker, presents for sale Countryside Manufactured Housing Community, a 15-site manufactured housing community located at 16960 E. 407th Court in Foyil, Oklahoma. The property is situated along historic Route 66, approximately three miles northeast of Claremore and within the greater Tulsa metropolitan statistical area.

Countryside spans approximately six acres, with three acres currently developed as a low-density manufactured housing community and an additional three acres of undeveloped, tree-covered land offering future expansion potential with proximity to Highway 66 frontage. The community includes twelve park-owned, three-bedroom, two-bath single-wide homes built between 1983 and 2002. Site rent is \$325 per month, with park-owned home rents ranging from approximately \$679 to \$850 per month.

There are five occupied park-owned homes (including two active rent-to-own contracts), one occupied site, and seven vacant park-owned home rentals. Two additional sites are vacant.

Water is municipally supplied through a master meter with approximately 90% of costs billed back to tenants. Sewer service is provided via a combination of aerobic and static leach field septic systems. Electricity is tenant-paid, trash service is owner-paid, and streets and parking pads are gravel. The property is locally self-managed and serves a primarily working-age tenant base.

Countryside Manufactured Housing Community represents a value-add opportunity to acquire an affordable-housing asset at an attractive basis, with paths to income growth through lease-up of vacant homes and sites, operational stabilization, and potential future development on excess land within a supply-constrained Tulsa MSA submarket.

# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## GENERAL INFORMATION

Name: Countryside Manufactured Housing Community

Address: 16960 E. 407<sup>th</sup> Court  
Foyil, OK

No. of sites: 15 sites

Occupancy: 40%, 5 of the 12 park owned homes (2 RTO and 3 rentals) and 1 of 3 sites are occupied. 7 vacant park owned home rentals. 2 sites are vacant and need septic and pedestals

POH: The sale includes 12 park owned homes rentals, age 1983, 1985, 1993, 1996, 1997 (5), 1998, 2000 and 2002, all 3 bed 2bath single wide, \$679-850 rents and site rent is \$325.

Tenants are generally working, 25-35 years in age.

RTOs: There are 2 RTO contracts:

1) Campos-lot 10A-lot rent of \$325 + \$354.05 home = \$679.05/mo.,  
12% for 180 months beginning 7/1/2024, \$28,271 balance.

2) Yates-lot 5F-\$325 lot rent + \$364.61 home = \$689.61/mo.,  
12% for 180 months beginning 10/3/2024, \$27,906 balance.

Land area: 6 acres - park is on 3 acres and 3 acres of undeveloped land close to Hwy 66. Big demand for RVs. Buyer could develop RV section on this 3 acres with near Highway frontage. Undeveloped land is 100% treed and developed land is heavily treed and shaded. Low density

Utilities: **Water** – municipal-master metered-paid by park. Owner bills tenants back based on number of tenants in each home (90% bill back). \$100/mo. total cost to owner.  
**Sewer** – 4 aerobic septics and 2 static leach field septics at the park that service the 13 developed lots.  
**Trash** – Paid by owner.  
**Electricity** – Paid by tenants, except for common area.

Streets: Gravel streets and parking pads

Mgmt: Owner is local and self manages

Location: Park is located in Foyil, OK, population 344, on Highway 66, 3 miles NE of Claremore, OK, population 19,000. Both cities are a part of the greater Tulsa SMSA located 35 miles away. Tulsa is the 2<sup>nd</sup> largest city in OK with a population of 1,050,000. The community fronts on the famous Hwy "Route" 66.

# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## PROFIT & LOSS

	JAN - DEC 2024	JAN - DEC 2025	JAN 1 - FEB 4, 2026	TOTAL
<b>Income</b>				
Rental Income	52,046.15	56,949.19	5,275.41	\$114,270.75
<b>Total Income</b>	<b>\$52,046.15</b>	<b>\$56,949.19</b>	<b>\$5,275.41</b>	<b>\$114,270.75</b>
<b>GROSS PROFIT</b>	<b>\$52,046.15</b>	<b>\$56,949.19</b>	<b>\$5,275.41</b>	<b>\$114,270.75</b>
<b>Expenses</b>				
Admin Overhead Expenses				\$0.00
Bank Service Charges		42.00		\$42.00
Commission		850.00		\$850.00
Licenses & Permits		33.28		\$33.28
<b>Total Admin Overhead Expenses</b>		<b>925.28</b>		<b>\$925.28</b>
Property Expenses				\$0.00
Insurance Expense	3,769.56	4,526.34	422.42	\$8,718.32
Mortgage Interest	17,561.04	5,853.68		\$23,414.72
Property Supplies	48.68	944.10	660.65	\$1,653.43
Repairs & Maintenance				\$0.00
Cleaning & Janitorial	2,500.00			\$2,500.00
Gardening & Landscaping	3,894.80	3,755.00		\$7,649.80
Repair & Maintenance	4,484.75	6,131.34		\$10,616.09
<b>Total Repairs &amp; Maintenance</b>	<b>10,879.55</b>	<b>9,886.34</b>		<b>\$20,765.89</b>
Taxes Paid	3,777.63	2,757.87		\$6,535.50
Utilities				\$0.00
Disposal & Waste Fees	746.50	2,258.42		\$3,004.92
Electricity	3,787.56	2,725.19	112.38	\$6,625.13
Garbage & Recycling	333.02			\$333.02
Gas	426.80	820.38	148.38	\$1,395.56
Phone & Internet	263.49	179.95		\$443.44
Water & Sewer	13,936.22	7,828.05		\$21,764.27
<b>Total Utilities</b>	<b>19,493.59</b>	<b>13,811.99</b>	<b>260.76</b>	<b>\$33,566.34</b>
<b>Total Property Expenses</b>	<b>55,530.05</b>	<b>37,780.32</b>	<b>1,343.83</b>	<b>\$94,654.20</b>
<b>Total Expenses</b>	<b>\$55,530.05</b>	<b>\$38,705.60</b>	<b>\$1,343.83</b>	<b>\$95,579.48</b>
<b>NET OPERATING INCOME</b>	<b>\$ -3,483.90</b>	<b>\$18,243.59</b>	<b>\$3,931.58</b>	<b>\$18,691.27</b>
<b>Other Income</b>				
Insurance Claims		8,696.25		\$8,696.25
Interest Earned		0.36		\$0.36
<b>Total Other Income</b>	<b>\$0.00</b>	<b>\$8,696.61</b>	<b>\$0.00</b>	<b>\$8,696.61</b>
<b>NET OTHER INCOME</b>	<b>\$0.00</b>	<b>\$8,696.61</b>	<b>\$0.00</b>	<b>\$8,696.61</b>
<b>NET INCOME</b>	<b>\$ -3,483.90</b>	<b>\$26,940.20</b>	<b>\$3,931.58</b>	<b>\$27,387.88</b>

# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## RENT ROLL

Unit	Tenant	Status	Rent	Deposit	Move-in	Move-out	Past Due	NSF Count	Late Count
16960 E 407 Ct, Lot 1/K		Vacant-Unrented		0.00					
16960 E 407 Ct, Lot 11/L	Karla Michelle Vernon	Current	850.00	1,050.00	12/31/2024		250.00		
16960 E 407 Ct, Lot 12/M		Vacant-Unrented		0.00					
16960 E 407 Ct, Lot 13/G		Vacant-Unrented		0.00					
16960 E 407 Ct, Lot 2/J		Vacant-Unrented		0.00					
16960 E 407 Ct, Lot 4/H	Holley McKenzie	Current	700.00	700.00	09/16/2024		70.00	0	1
16960 E 407 Ct, Lot 5/F	Alicia A. Yates	Current	689.41	0.00	02/07/2022		0.00	0	1
16960 E 407 Ct, Lot 6/E	Dustin Leeds	Current	850.00	850.00	03/01/2025		0.00	0	0
16960 E 407 Ct, Lot 8/C	Roland Long	Current	318.50	0.00	11/02/2021		0.00	0	0
16960 E 407 Ct, Lot 9/B		Vacant-Unrented		0.00					
16980 E 407 Cir Lot 10/A	Jimmy Compos	Current	679.00	0.00	09/01/2021		0.00	0	0
16980 E 407 Cir Lot 15/D		Vacant-Unrented		0.00					
<b>Total 12 Units</b>		<b>50% Occupied</b>	<b>4,086.91</b>	<b>2,600.00</b>			<b>320.00</b>	<b>0</b>	<b>5</b>

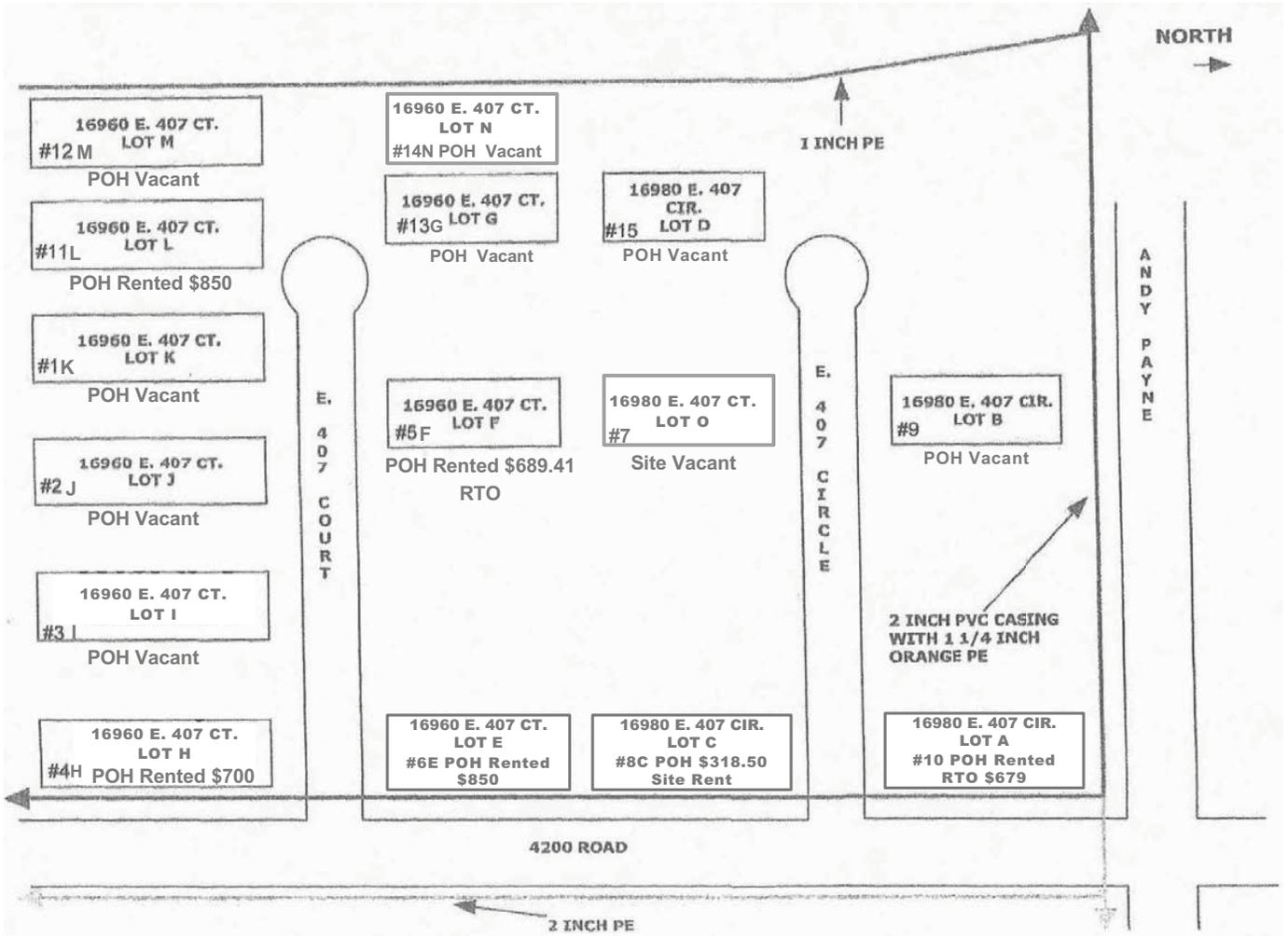
# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## HOME LIST

<b>Lot</b>	<b>Year</b>	<b>Make</b>	<b>VIN #</b>	<b>Size</b>
1 K	1997	Fleetwood	TXFLV12A53184FD12	3BR/2BA
2J	1998	Oakwood	HOTX09905230	3BR/2BA
3I	1985	Skyline	18520314U	3BR/2BA
4H	2002	Clayton Craft	CBH011649TX	2BR/1BA
5 F	1997	Palm Harbor	PH077834	3BR/2BA
6E	1983	Nashua	WNX380143TP219100	3BR/2BA
7O	Empty Lot	N/A	N/A	N/A
8C	Lot Rental	N/A	N/A	N/A
9B	1993	North River	LNR09928016S13184	3BR/2BA
10A	1997	Skyline	8D510875J	3BR/2BA
11 L	1997	Waverly	17L01704	3BR/2BA
12M	1996	Oakwood	HOTX08802515	3BR/2BA
13G	1997	Fleetwood	TXFLV12A29611C012	3BR/2BA
14N	Empty Lot	N/A	N/A	N/A
15D	2000	Town and Country	TXCTCMW003361	3BR/2BA
Red Barn		Metal construction	24' X 36'	6' overhead door

# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## SITE PLAN



POH – Park owned home  
 RTO – Rent to own (includes \$325/mo. lot rent and home amortization)

# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## SALES INFORMATION

Sales Price.....\$460,000

12 POH Valuation.....\$180,000 (1)

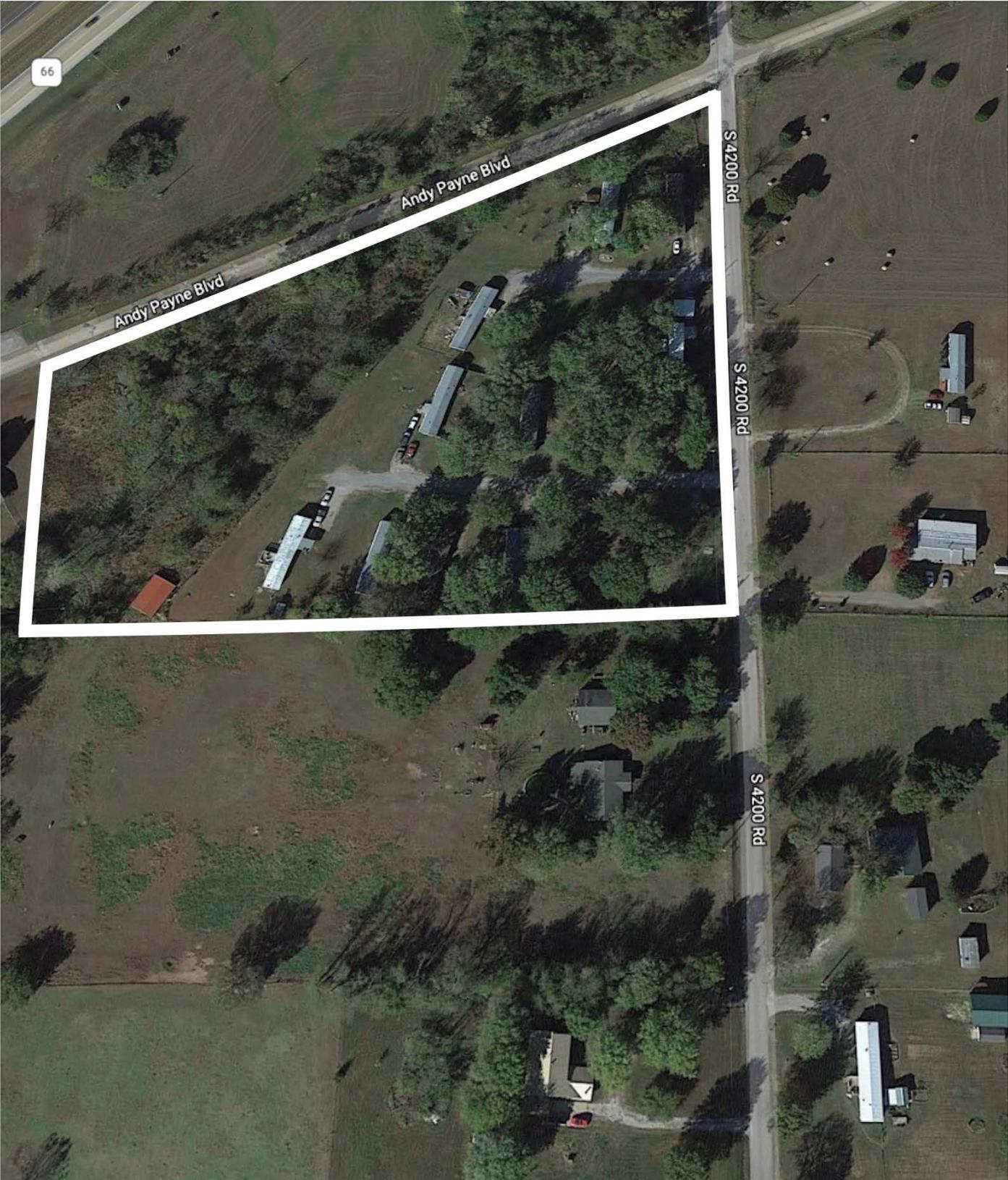
Park Price .....\$280,000

Per Site.....\$30,666 w/ POH  
18,666 park only

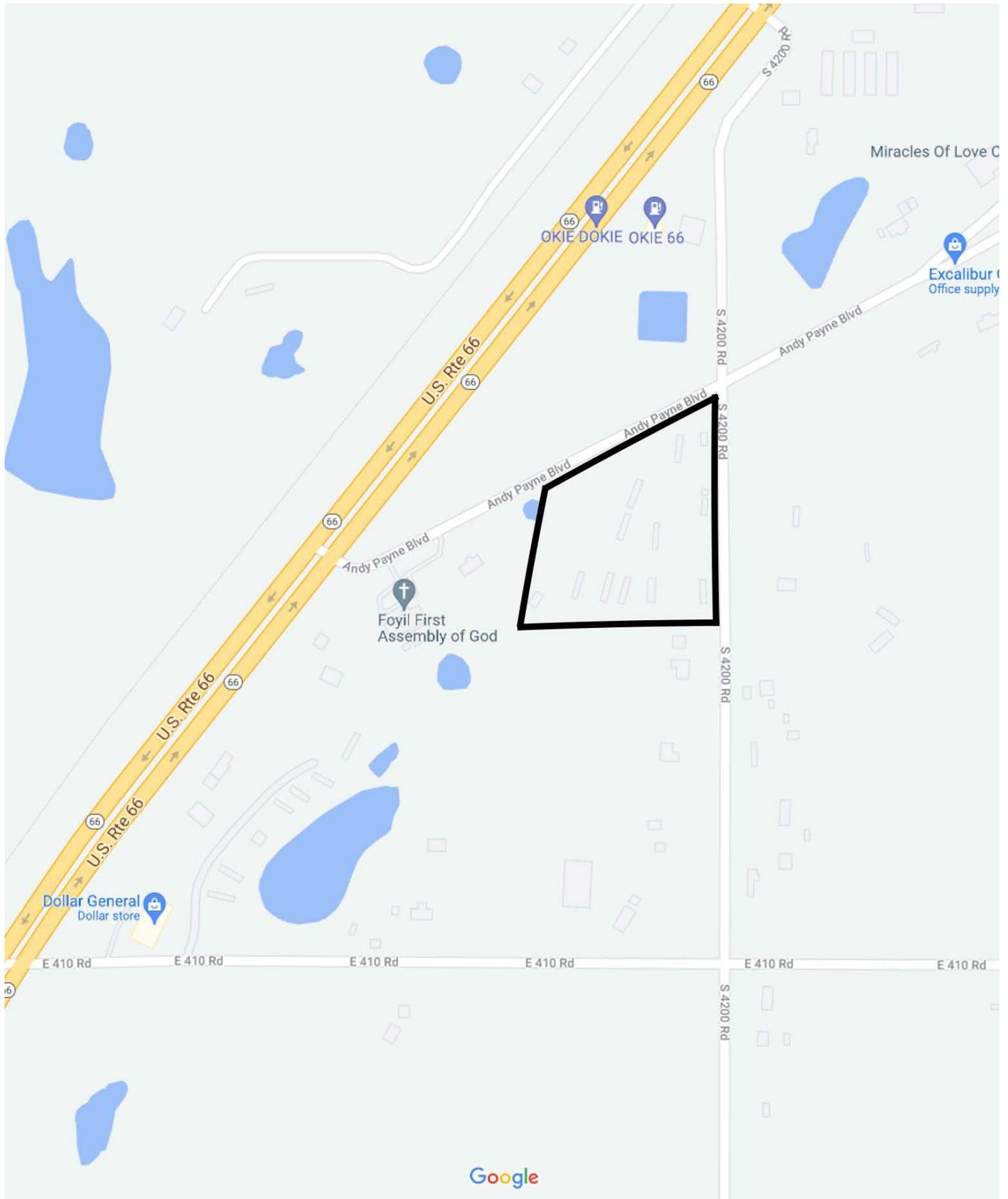
- 1) 2 – 1983-1985      \$10K each
- 8 – 1993-1998      15K
- 2 – 2000-2002      20K
- \$180K

# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

AERIAL



# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY MAP



# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY PHOTOGRAPHY



NORTHEAST



NORTHEAST CORNER

# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY PHOTOGRAPHY



SOUTHEAST



SOUTHWEST

# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## PHOTOGRAPHY



WEST



# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## PHOTOGRAPHY



# COUNTRYSIDE MANUFACTURED HOUSING COMMUNITY

## PHOTOGRAPHY

