



# BOWERS LANDING LAKEFRONT

OCKLAWAHA, FL



# DISCLAIMER

**PROPERTY TOURS**

- ❖ *All Tours are by Appointment Only and Must be Arranged by Jose Villao at Leisure Investment Properties Group (LIPG)*
- ❖ Prospective Purchasers may discreetly drive the property; however, we kindly ask that no one approach or disturb residents or onsite personnel.

**PLEASE DO NOT CONTACT ON-SITE MANAGEMENT OR STAFF WITHOUT PRIOR APPROVAL**

**TERMS OF SALE**

**THE PROSPECTIVE INVESTOR WILL BE SELECTED BY OWNER IN ITS SOLE AND ABSOLUTE DISCRETION BASED ON A VARIETY OF FACTORS INCLUDING, BUT NOT LIMITED TO:**

- ❖ Offer Price
- ❖ Financial Strength
- ❖ Ability to Close in a Timely Fashion
- ❖ Absence of Contingencies
- ❖ Level of Property Due Diligence Completed
- ❖ Intent of Long-Term Ownership / Vision

**ALL OFFERS MUST BE PRESENTED IN WRITING AND INCLUDE:**

- ❖ Purchase Price
- ❖ Source of Purchaser’s Capital (Equity and Debt)
- ❖ Amount of Earnest Money Deposit
- ❖ Outline of the Proposed Schedule for Due Diligence and Closing (LIPG Will Provide Standardized LOI Template)
- ❖ Description of Any Physical or Environmental Assumptions Which Affect the Price Being Offered
- ❖ A List of Contingencies Required to Close the Transaction
- ❖ The Purchasing Entity Should Identify Principals
- ❖ Investor Summary
  - Resume Outlining Real Estate Owned and/or Management Experience of Comparable Properties
  - Proof of Funds (LIPG Will Provide a Template Letter)

**LIPG WILL BE AVAILABLE TO COORDINATE ON-SITE INSPECTIONS FOR PROSPECTIVE INVESTORS AND TO ANSWER ANY QUESTIONS RELATED TO INFORMATION CONTAINED IN THIS OFFERING MEMORANDUM.**

**DISCLAIMER AND AGREEMENT TO KEEP THE SUBSEQUENT INFORMATION CONTAINED HEREIN CONFIDENTIAL**

**EXECUTIVE SUMMARY AND DUE DILIGENCE: COLLECTED INFORMATION FROM SOURCES**

This Executive Summery has been prepared to provide summary, unverified information to prospective investors/buyers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Leisure Investment Properties Group, (LIPG) cannot and has not made any investigation, and makes no warranty or representation, with respect to the financial health, P&Ls for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of hazardous materials, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, LIPG has not verified, and will not verify, any of the information contained herein, nor have we conducted any investigation regarding these matters and make no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must undertake appropriate due diligence to satisfy for themselves the factual nature of all such information that they rely on for their acquisition.

**CONFIDENTIAL INFORMATION**

The information contained in the following Executive Summary is strictly confidential and the way it is presented is proprietary to LIPG. It is intended to be reviewed only by the party receiving it from LIPG and should not be made available to any other person or entity without the written consent of LIPG.

# EXECUTIVE SUMMARY

**Bowers Landing Lakefront** presents a unique opportunity to acquire a four-parcel, lakefront manufactured housing community in **Ocklawaha, Florida**. Situated along East Highway 25, the property combines **existing in-place cash flow** with a **clear, actionable value-add strategy**, making it ideal for long-term holds or redevelopment. The property benefits from a **self-contained utility setup with well and septic systems**, supporting operational efficiency and reducing municipal reliance.

The community consists of **22 rental units** (mobile homes, apartments, and a single-family residence), plus **three additional vacant MH pads** documented via affidavit, and **two unused commercial buildings** with potential for ancillary income or redevelopment. The site spans **7.0± acres** with **direct private lake access**, and concrete/dirt boat ramps, creating multiple paths for optimization or expansion.

Current ownership is a single operator who has managed the property conservatively since 2022. As a result, the community operates with **40%+ vacancy**, offering a **significant lease-up and rent optimization opportunity**. This under-management provides immediate upside for investors who bring professional management and capital allocation.

The property benefits from its location in the **Ocala–The Villages growth corridor**, one of Florida’s fastest-expanding regions driven by in-migration, logistics growth, and The Villages’ continued residential expansion. This dynamic setting creates robust demand for both affordable housing and RV sites.

## INVESTMENT HIGHLIGHTS

- ❖ **\$2.5M Pricing | NOI: \$82K In-Place → \$205K Stabilized (8.2% Forward Cap)**
- ❖ **Immediate NOI Upside** – Lease-up of 3 vacant pads and under-utilized units.
- ❖ **Optional Ancillary Income** – Two commercial buildings (auto lift + F&B/storage) provide incremental cash flow potential.
- ❖ **Discount to Replacement Cost** – Offered at ~\$1M below estimated ~\$3.5M+ replacement.
- ❖ **High-Growth Location** – Ocala–The Villages corridor, one of Florida’s fastest-growing MHC/RV markets.



## PROPERTY HIGHLIGHTS



7.0± ACRES WITH DIRECT  
LAKE/CANAL ACCESS



FASTEST-EXPANDING  
REGIONS



2 UNUSED BUILDINGS  
(AUTO LIFT SHOP & F&B)



IN-PLACE NOI:  
~\$82K (2025 forecast)



STABILIZED NOI  
~\$205K (18-24 MONTHS)



22 RENTAL UNITS  
3 AFIDAVIT-CONFIRMED  
PADS



# PROPERTY PARCELS

PARCELS			
PARCEL	APN	2024 RE TAXES	ACRES
1	4496-007-000	\$13,940	5.03
2	4496-010-002	\$3,556	.72
3	4496-011-001	\$1,528	.74
4	4496-011-003	\$561	.51
Total		\$19,586	7.00



# OCALA – THE VILLAGES GROWTH CORRIDOR

## Regional Growth Story

Bowers Landing Lakefront sits within one of Florida’s fastest-growing regions — the Ocala–The Villages growth corridor, spanning Marion, Sumter, and Lake Counties. This corridor is fueled by powerful economic drivers: sustained in-migration, logistics and distribution expansion, and the ongoing residential growth of The Villages, the nation’s largest master-planned retirement community.

## Local Market Fundamentals

- **Population Growth:** Marion County’s population has surpassed 437,000 residents (2025 est.) with consistent 3%+ annual growth, driven by affordability and in-migration.
- **Accessibility:** The site benefits from direct frontage on Highway 25 with connectivity to US-301, I-75, and Florida’s Turnpike, linking Ocala, Orlando, and Tampa.
- **Employment Base:** Logistics, healthcare, manufacturing, and retail are the backbone of the region’s economy. Nearby Ocala hosts 23.7M SF of industrial/warehouse space, positioning the county as a logistics hub.
- **The Villages Effect:** Ocklawaha sits just outside the growth boundary of The Villages, which is projected to add 60,000+ homes over the next 15–20 years. This creates downstream demand for affordable housing and workforce rental options in adjacent markets.

## Demographic Appeal

- **Median Household Income (30-min drive):** \$63,778
- **Median Disposable Income (30-min drive):** \$53,938
- **Median Age:** 54.5 years, aligning with retiree-driven demand
- **Households:** 142,430 within a 30-min drive, supporting both resident and tenant bases

## Brokerage Takeaway

The Ocala–The Villages corridor offers investors a compound growth story: demographic tailwinds, a robust logistics and healthcare base, and the magnetism of The Villages expansion. Ocklawaha’s position within this ecosystem creates sustained demand for affordable housing and RV sites, while the lakefront setting differentiates Bowers Landing as a rare, small-footprint community in a high-growth Florida market.





# COMMUNITY OVERVIEW



## The Villages, FL

### General Statistics

Total Population – 82,000  
Annual Growth Rate: 3.79%

### Top Three Largest Employers:

The Villages Tri-County Medical Center  
Glenview Champions  
Citizens First Financial

### Median Household Income:

\$76,523

### Average Household Income:

\$96,284



The Villages Corridor, located in Central Florida along Highway 441/27 and near Florida's Turnpike, is one of the nation's fastest-growing regions and home to the country's largest master-planned 55+ community. Known as "Florida's Friendliest Hometown," The Villages offers over 50 golf courses, 100+ pools, town squares with live entertainment, and endless recreational and social clubs. Surrounding towns like Lady Lake, Wildwood, and Leesburg benefit from this rapid expansion, with new residential neighborhoods, retail centers, and healthcare facilities continually being added. Residents enjoy walkable town squares, shopping, restaurants, and top-tier medical care, all within a short drive to Orlando, Tampa, and Florida's beaches. With consistent growth, strong demand, and a vibrant lifestyle, The Villages Corridor represents a unique opportunity for those looking to retire, relocate, or invest in a thriving Central Florida community with long-term value and appeal.

# KEY ECONOMIC DRIVERS



**Retirement & Residential Growth** – The Villages is the fastest-growing retirement community in the U.S., consistently drawing thousands of new residents each year. This influx fuels continuous housing development, from single-family homes to entire new neighborhoods. The steady demand creates long-term stability for construction, real estate, and supporting industries.



**Healthcare Expansion** – Healthcare is a dominant sector as the aging population requires hospitals, specialty clinics, and senior care facilities. Providers continue to expand across the corridor, ensuring residents have access to comprehensive care close to home. This sustained growth makes healthcare one of the largest and most reliable employers in the region.



**Hospitality & Recreation** – With over 50 golf courses, town squares featuring nightly live music, and a wide range of recreational amenities, hospitality and leisure are central to the area's economy. These features not only enhance resident quality of life but also attract visitors from across Florida and beyond. Restaurants, hotels, and entertainment venues thrive on the constant demand for recreation and social activity.



**Retail & Services** – A rapidly growing population base supports the expansion of national retailers, grocery chains, and shopping centers along the corridor. Residents' high consumer spending power also bolsters local small businesses, restaurants, and personal services. This sector ensures that both large-scale and independent operators benefit from the area's economic momentum.



**Infrastructure & Transportation** – Continuous investment in roads, utilities, and regional connectivity underpins the corridor's ability to handle rapid growth. Proximity to major highways like I-75 and the Florida Turnpike makes it easy for residents and businesses to access Orlando, Tampa, and surrounding markets. This accessibility enhances the area's attractiveness for new development and long-term economic resilience.

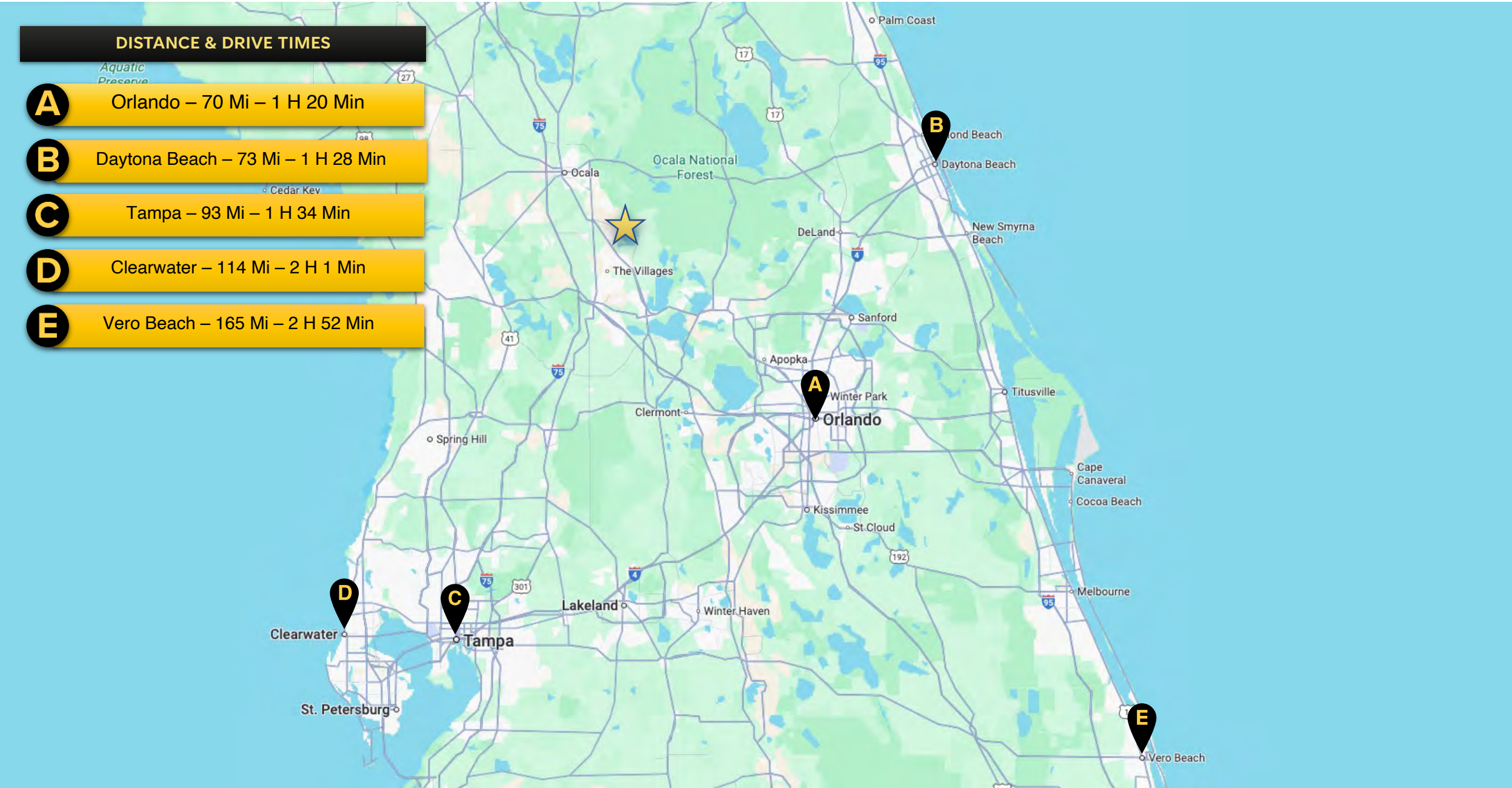


# LOCAL MAP

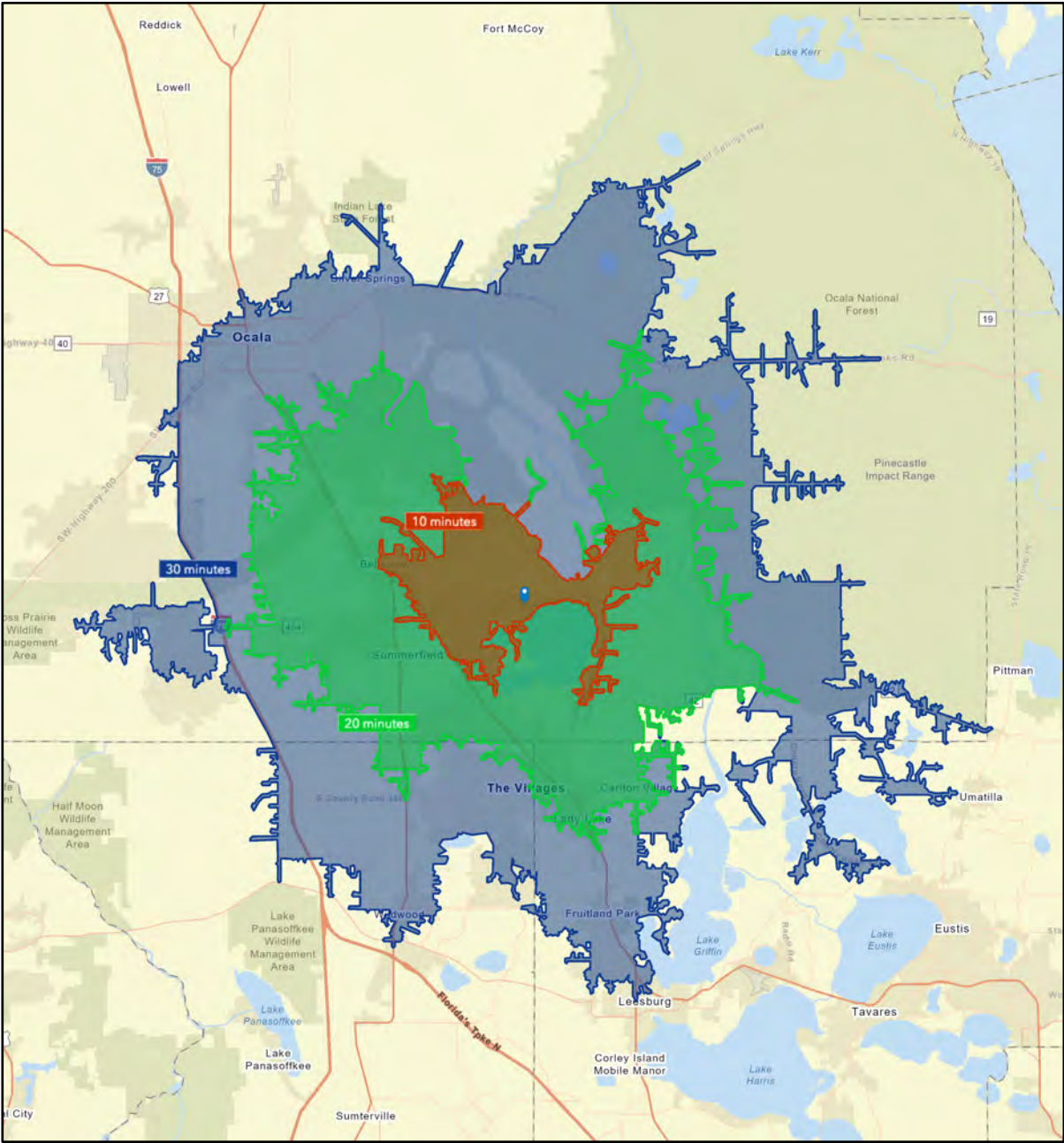




# REGIONAL MAP



# DEMOGRAPHIC ANALYSIS



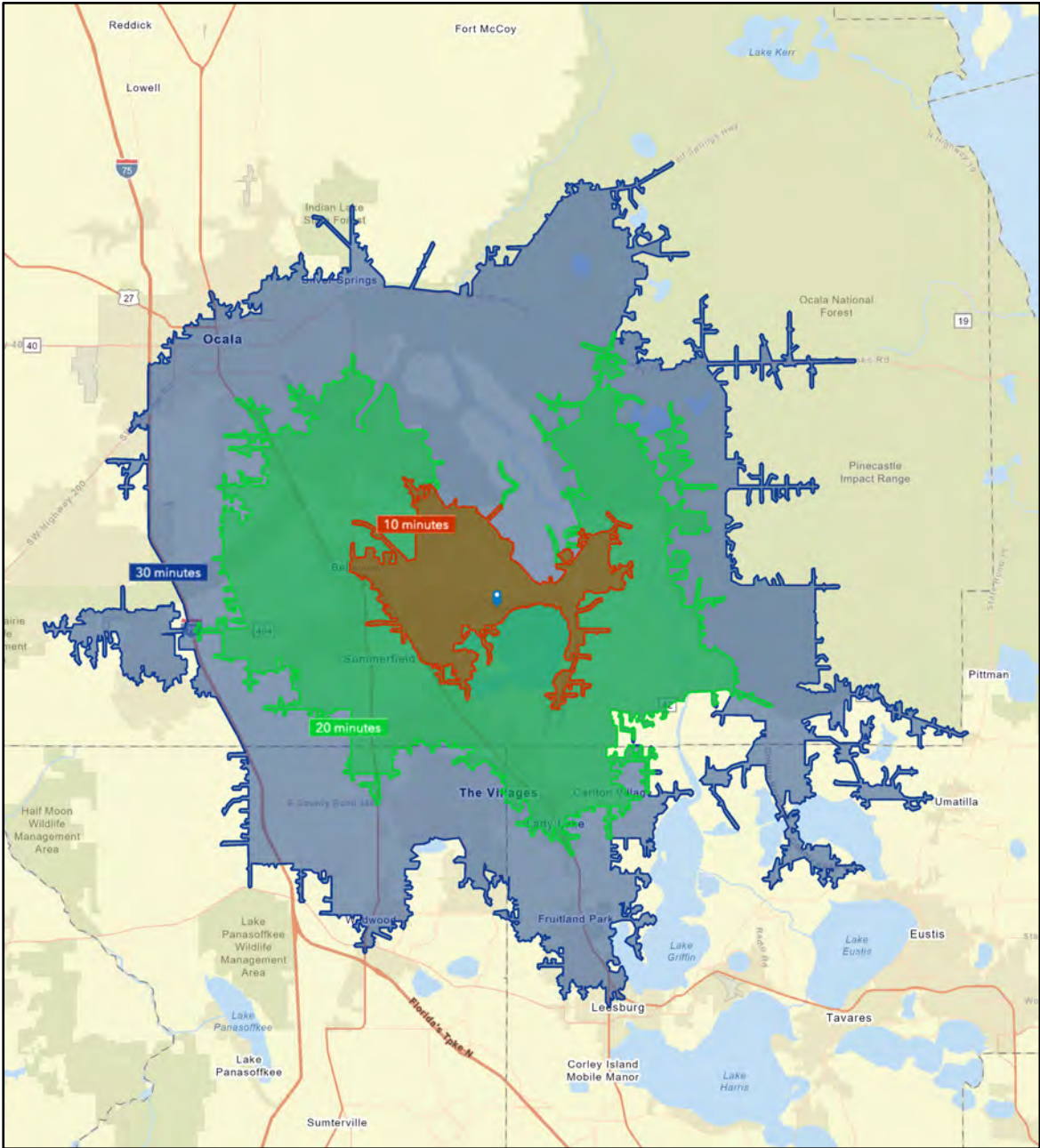
Demographics	10-Minute Drive	20-Minute Drive	30-Minute Drive
Income			
2025 Median HH Income	\$62,117	\$62,608	\$63,778
2030 Median HH Income	\$66,533	\$68,851	\$71,453
2025-2030 Annual Rate	1.38%	1.92%	2.30%
2025 Average HH Income	\$70,905	\$78,358	\$84,014
2030 Average HH Income	\$76,695	\$86,047	\$92,968
2025-2030 Annual Rate	1.58%	1.89%	2.05%
2025 Per Capita Income	\$30,720	\$34,610	\$37,836
2030 Per Capita Income	\$33,524	\$38,415	\$42,391
2025-2030 Annual Rate	1.76%	2.11%	2.30%
Housing			
2025 Housing Affordability Index	91	78	72
2025 Total Housing Units	13,449	67,583	161,835
2025 Owner Occupied	9,857	48,768	109,408
2025 Renter Occupied	2,161	11,040	33,022
2025 Vacant Units	1,431	7,775	19,405
2030 Total Housing Units	14,115	71,831	176,725
2030 Owner Occupied	10,670	53,344	121,879
2030 Renter Occupied	1,985	10,447	33,703
2030 Vacant Units	1,461	8,040	21,143

Demographic Statistics Produced by Esri



# DEMOGRAPHIC ANALYSIS

Demographics	10-Minute Drive	20-Minute Drive	30-Minute Drive
Population			
2010 Population	22,858	110,484	263,618
2020 Population	26,134	125,480	297,293
2025 Population	28,084	135,398	316,886
2030 Population	29,301	142,779	341,678
2025 – 2030 Annual Rate	0.85%	1.07%	1.52%
2025 Male Population	49.0%	48.5%	48.0%
2025 Female Population	51.0%	51.5%	52.0%
2025 Median Age	52.8	53.4	54.5
Race and Ethnicity			
2025 White Alone	74.0%	73.6%	72.6%
2025 Black Alone	9.6%	9.2%	10.4%
2025 American Indian/Alaska Native Alone	0.4%	0.4%	0.4%
2025 Asian Alone	0.9%	1.4%	1.8%
2025 Pacific Islander Alone	0.1%	0.1%	0.1%
2025 Other Race	4.8%	4.9%	4.7%
2025 Two or More Races	10.3%	10.4%	10.0%
2025 Hispanic Origin (Any Race)	14.6%	15.7%	15.3%
Households			
2010 Households	9,720	47,702	115,932
2020 Households	11,065	54,614	131,899
2025 Households	12,018	59,808	142,430
2030 Households	12,654	63,791	155,582
2025 – 2030 Annual Rate	1.04%	1.30%	1.78%



Demographic Statistics Produced by Esri



# ADVISORY TEAM

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