

Shady Grove Trailer Park

OFFERING MEMORANDUM

Rome, NY 13440



Shady Grove Trailer Park

CONTENTS

- 01 Executive Summary**
 - Investment Summary
- 02 Location**
 - Location Summary
 - Major Employers Map
- 03 Property Description**
 - Property Features
- 04 Rent Roll**
 - Rent Roll
- 05 Financial Analysis**
 - Income & Expense Analysis
 - Multi-Year Cash Flow Assumptions
 - Cash Flow Analysis
 - Financial Metrics

Exclusively Marketed by:

Steven Tomaso

IRE Investment

(518) 379-0652

inquiries@ireinvestment.com



01 Executive Summary

Investment Summary

OFFERING SUMMARY	
ADDRESS	Rome, NY 13440
COUNTY	Oneida
NUMBER OF UNITS	38

FINANCIAL SUMMARY	
PRICE	\$1,395,000
PRICE PER UNIT	\$36,711
OCCUPANCY	100.00%
NOI (CURRENT)	\$187,048
CAP RATE (CURRENT)	13.41%
CASH ON CASH (CURRENT)	22.24%
GRM (CURRENT)	4.94

PROPOSED FINANCING	
LOAN TYPE	Amortized
DOWN PAYMENT	\$275,000
LOAN AMOUNT	\$1,120,000
INTEREST RATE	7.50%
ANNUAL DEBT SERVICE	\$93,970
LOAN TO VALUE	80%
AMORTIZATION PERIOD	30 Years

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2025 Population	2,528	24,486	35,377
2025 Median HH Income	\$58,203	\$55,091	\$60,161
2025 Average HH Income	\$68,424	\$71,557	\$78,205

38-Site Mobile Home Park | Rome, NY

- A rare opportunity to acquire a ****38-site mobile home park**** located in ****Rome, NY****, just minutes from the new ****Chobani yogurt plant**** and the ****Griffiss Business and Technology Park**** (formerly Griffiss Air Force Base). This park offers strong fundamentals, immediate cash flow, and clear value-add potential through rent increases and operational efficiencies.

****Property Highlights:****

* ****Total Sites:**** 38

* ****Occupancy:**** 36 occupied | 2 vacant (95% occupancy) (26 POH-10 TOH)

* ****Ownership:**** Long-term family-owned since the early 1960s

* ****Utilities:**** Public water & sewer – reducing risk and ongoing maintenance costs

* ****Location:**** Prime location minutes from major employers and infrastructure

* ****Tenant Base:**** Stable, long-term residents

Investment Upside:

- Below Market Rents: Current lot rents are below area market rates. Incremental rent increases can drive significant NOI growth with minimal capital investment.
- Turnkey Operations: With 95% occupancy and stable management, this park is ready for seamless transition and immediate income generation.
- Value-Add Opportunity: Simple rent adjustments, potential to fill the two vacant lots, and modernize basic park infrastructure or amenities for further upside.
- Strong Demand Drivers: The nearby Chobani facility and ongoing development at Griffiss Business Park continue to drive demand for affordable housing in the region.
- Market Strengths:
 - Rome, NY is experiencing a resurgence in manufacturing and logistics.
 - Griffiss Business and Tech Park hosts over 70 businesses, including cybersecurity firms, logistics companies, and UAS (drone) testing centers.
 - Chobani Expansion: The new yogurt facility is a major employer and economic engine for the area.

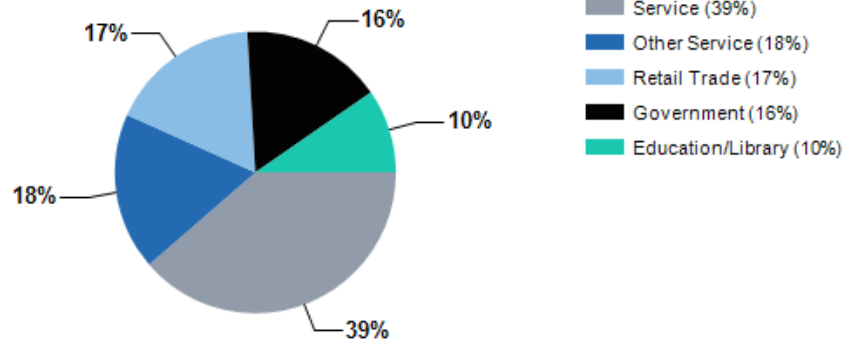
02

Location

Location Summary

Major Employers Map

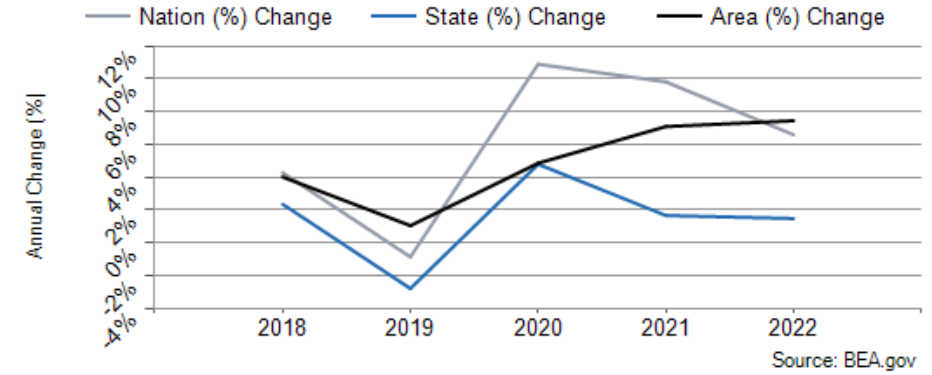
Major Industries by Employee Count



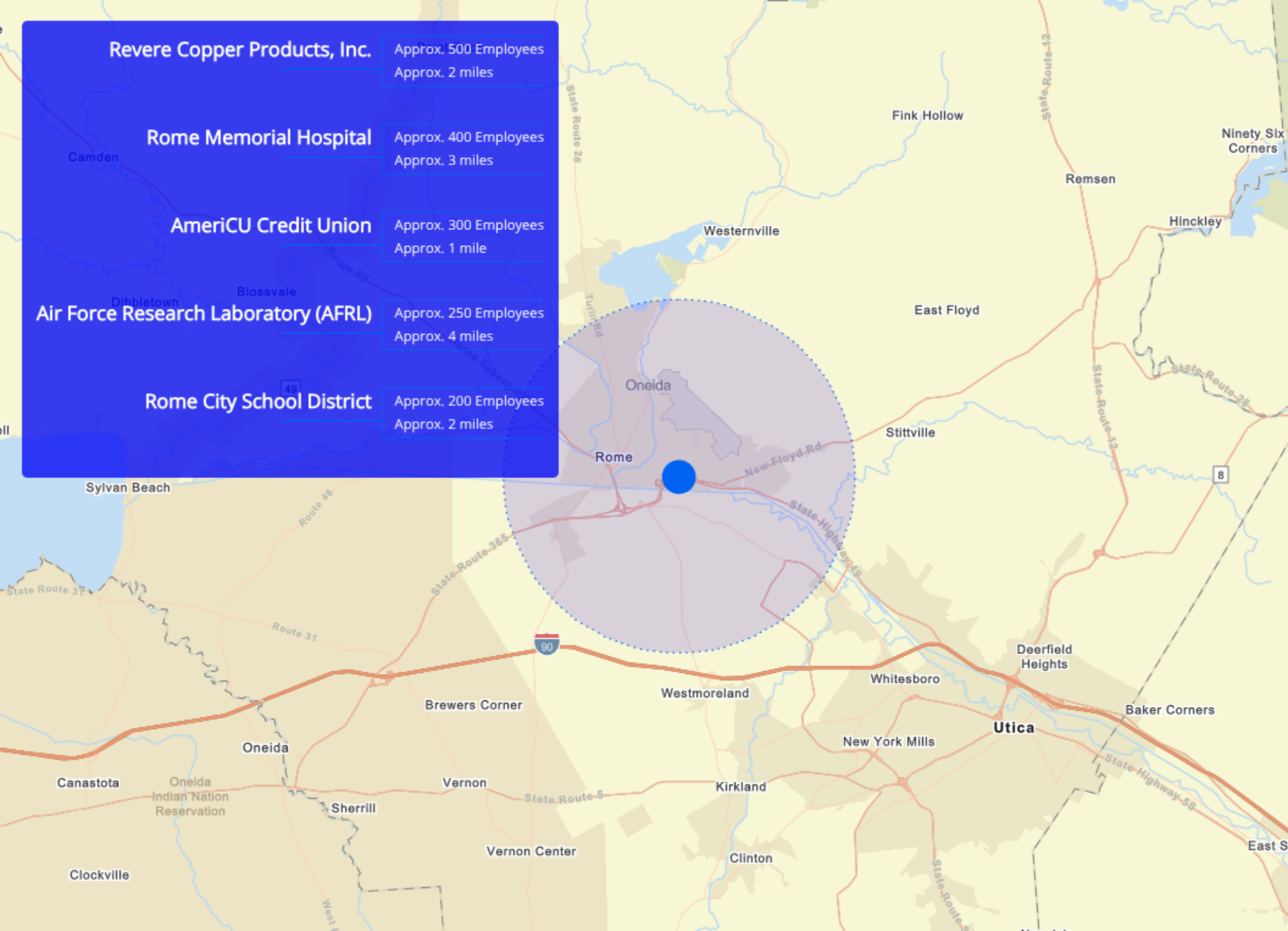
Largest Employers

Rome City School District	1,000
Rome Memorial Hospital	900
Eastern Air Defense Sector	350
Revere Copper Products, Inc.	300
MidAir USA, Inc.	50
Joe Tahan's Furniture	50
Rome Catholic School	30
Lifted	9

Oneida County GDP Trend



Revere Copper Products, Inc.	Approx. 500 Employees Approx. 2 miles
Rome Memorial Hospital	Approx. 400 Employees Approx. 3 miles
AmeriCU Credit Union	Approx. 300 Employees Approx. 1 mile
Air Force Research Laboratory (AFRL)	Approx. 250 Employees Approx. 4 miles
Rome City School District	Approx. 200 Employees Approx. 2 miles

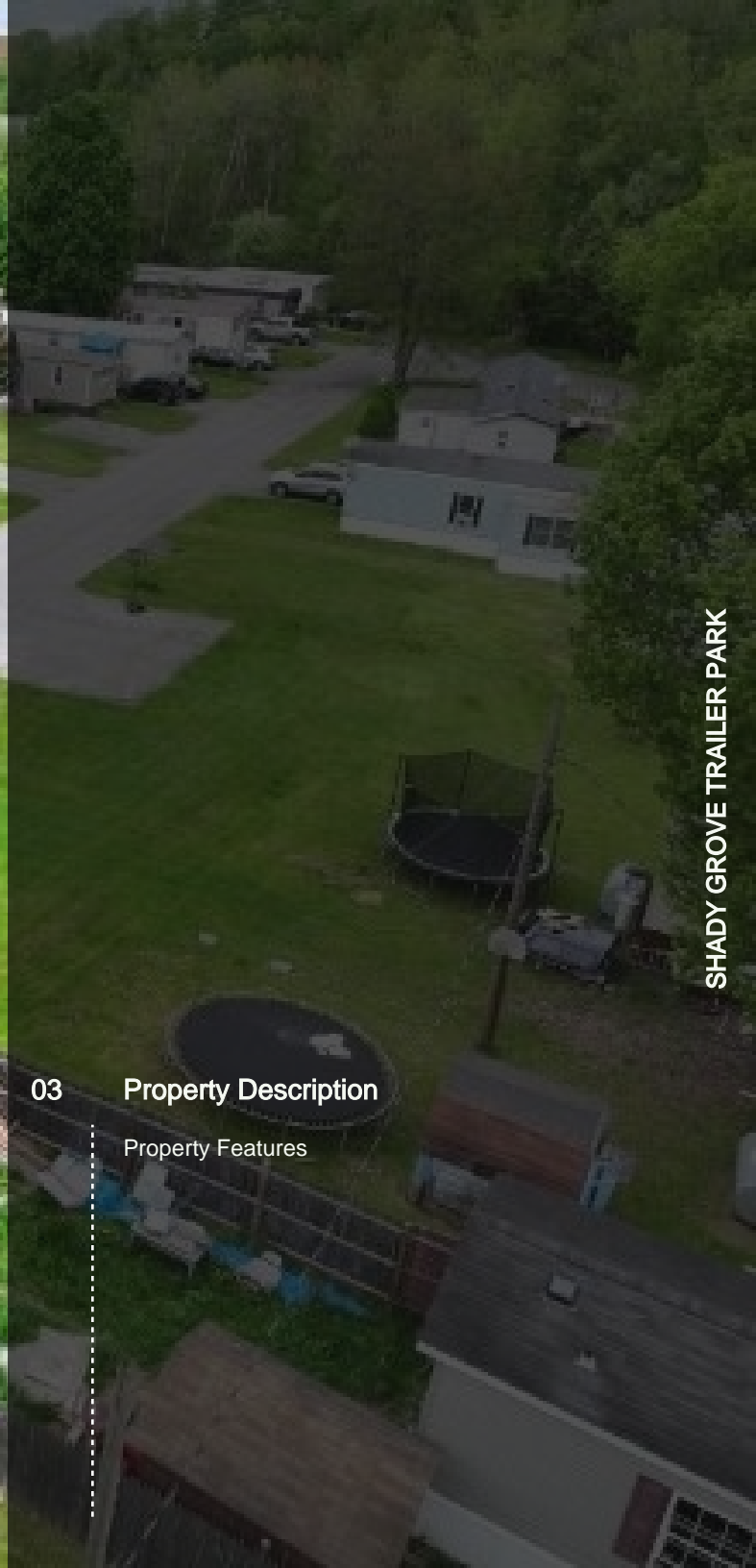




03

Property Description

Property Features



PROPERTY FEATURES

NUMBER OF UNITS	38
# OF PARCELS	5



Rent Roll

Rent Roll

04

Unit	Current Rent	Notes
3	\$635.00	TOH
4	\$670.00	TOH
4	\$0.00	POH
5	\$700.00	POH
7	\$670.00	POH
8	\$660.00	POH
10	\$550.00	POH
11	\$575.00	POH
13	\$450.00	POH
15	\$550.00	POH
17	\$750.00	POH
18	\$710.00	POH
19	\$600.00	POH
20	\$770.00	POH
22	\$375.00	POH
23	\$395.00	
27	\$550.00	POH
29	\$0.00	
30	\$0.00	
32	\$0.00	
33	\$510.00	POH
35	\$700.00	POH
7071	\$525.00	Duplex
7071	\$900.00	Duplex
40	\$565.00	POH
41	\$675.00	POH
42	\$395.00	TOH
43	\$565.00	POH
44	\$660.00	POH
45	\$420.00	TOH
46	\$710.00	POH
47	\$351.00	TOH
48	\$575.00	POH

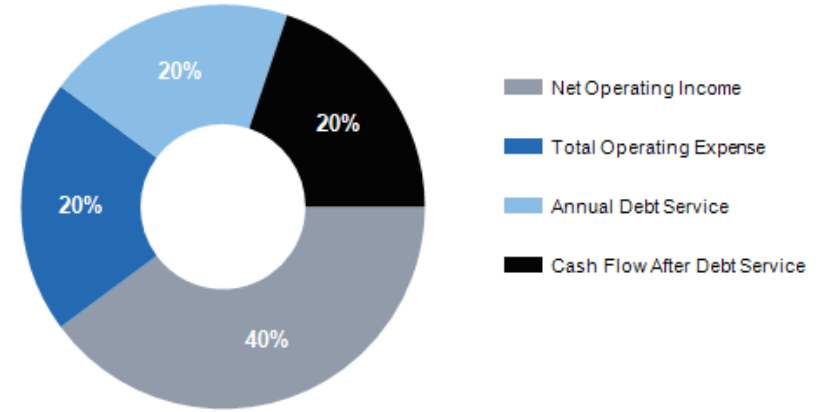
Unit	Current Rent	Notes
49	\$700.00	POH
50	\$620.00	POH
51	\$695.00	POH
52	\$0.00	
53	\$410.00	TOH
54	\$405.00	
55	\$395.00	TOH
56	\$425.00	TOH
57	\$395.00	TOH
58	\$0.00	
59	\$645.00	POH
60	\$420.00	TOH
Totals / Averages	\$22,271.00	

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

REVENUE ALLOCATION

CURRENT

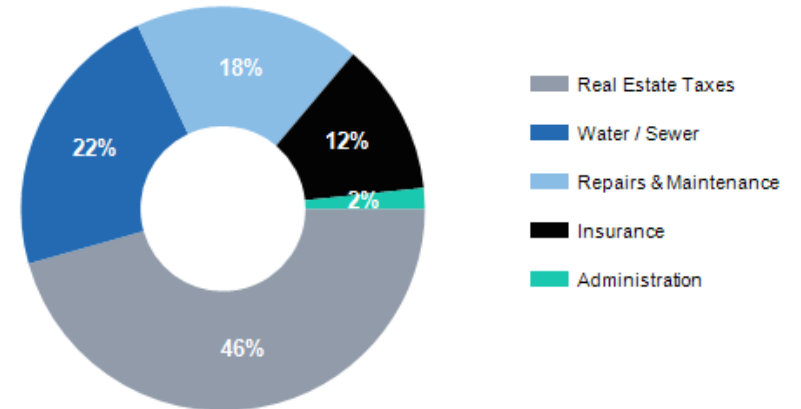
INCOME	CURRENT
Gross Scheduled Rent	\$282,252
Effective Gross Income	\$282,252
Less Expenses	\$95,204
Net Operating Income	\$187,048
Annual Debt Service	\$93,970
Cash flow	\$93,078
Debt Coverage Ratio	1.99



EXPENSES	CURRENT	Per Unit
Real Estate Taxes	\$43,434	\$1,143
Insurance	\$11,608	\$305
Repairs & Maintenance	\$17,240	\$454
Water / Sewer	\$21,355	\$562
Administration	\$1,567	\$41
Total Operating Expense	\$95,204	\$2,505
Annual Debt Service	\$93,970	
% of EGI	33.73%	

DISTRIBUTION OF EXPENSES

CURRENT



Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

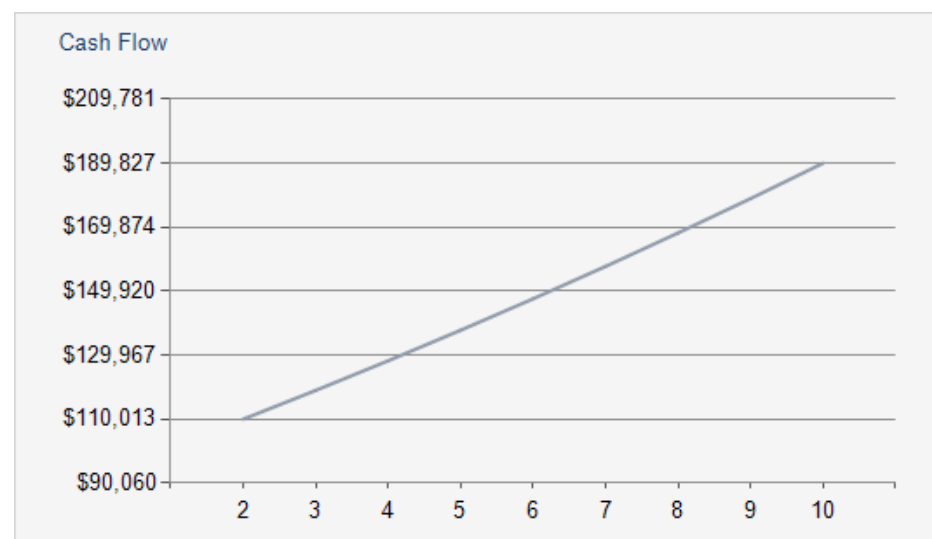
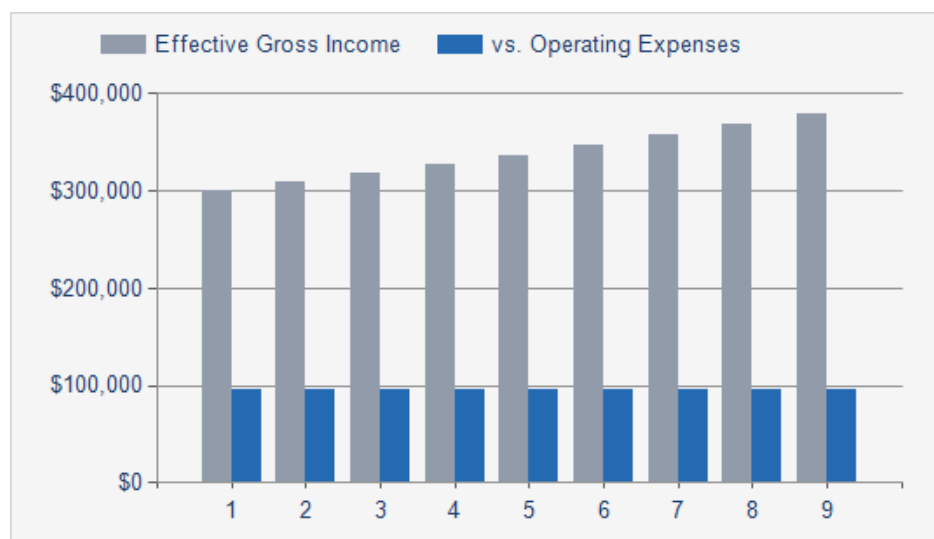
GLOBAL	
Price	\$1,395,000

PROPOSED FINANCING	
Loan Type	Amortized
Down Payment	\$275,000
Loan Amount	\$1,120,000
Interest Rate	7.50%
Annual Debt Service	\$93,970
Loan to Value	80%
Amortization Period	30 Years

Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

INCOME - Growth Rates	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Scheduled Rent	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%

Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Revenue										
Gross Scheduled Rent	\$282,252	\$299,187	\$308,163	\$317,408	\$326,930	\$336,738	\$346,840	\$357,245	\$367,962	\$379,001
Effective Gross Income	\$282,252	\$299,187	\$308,163	\$317,408	\$326,930	\$336,738	\$346,840	\$357,245	\$367,962	\$379,001
Operating Expenses										
Real Estate Taxes	\$43,434	\$43,434	\$43,434	\$43,434	\$43,434	\$43,434	\$43,434	\$43,434	\$43,434	\$43,434
Insurance	\$11,608	\$11,608	\$11,608	\$11,608	\$11,608	\$11,608	\$11,608	\$11,608	\$11,608	\$11,608
Repairs & Maintenance	\$17,240	\$17,240	\$17,240	\$17,240	\$17,240	\$17,240	\$17,240	\$17,240	\$17,240	\$17,240
Water / Sewer	\$21,355	\$21,355	\$21,355	\$21,355	\$21,355	\$21,355	\$21,355	\$21,355	\$21,355	\$21,355
Administration	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567
Total Operating Expense	\$95,204	\$95,204	\$95,204	\$95,204	\$95,204	\$95,204	\$95,204	\$95,204	\$95,204	\$95,204
Net Operating Income	\$187,048	\$203,983	\$212,959	\$222,204	\$231,726	\$241,534	\$251,636	\$262,041	\$272,758	\$283,797
Annual Debt Service	\$93,970	\$93,970	\$93,970	\$93,970	\$93,970	\$93,970	\$93,970	\$93,970	\$93,970	\$93,970
Cash Flow	\$93,078	\$110,013	\$118,988	\$128,233	\$137,756	\$147,563	\$157,666	\$168,071	\$178,788	\$189,827

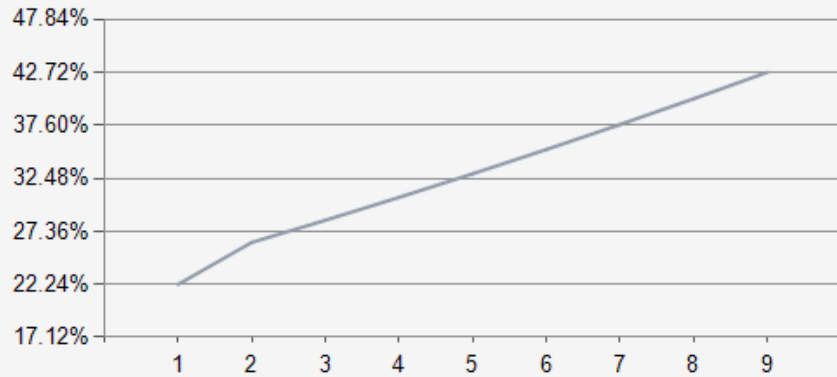


Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

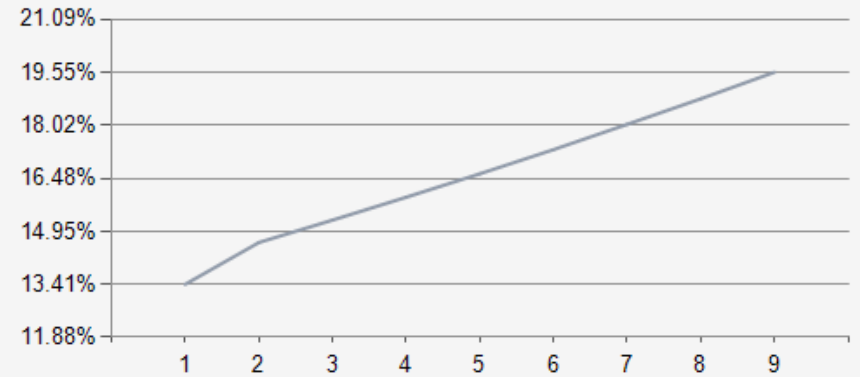
Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash on Cash Return b/t	22.24%	26.29%	28.43%	30.64%	32.92%	35.26%	37.67%	40.16%	42.72%	45.36%
CAP Rate	13.41%	14.62%	15.27%	15.93%	16.61%	17.31%	18.04%	18.78%	19.55%	20.34%
Debt Coverage Ratio	1.99	2.17	2.27	2.36	2.47	2.57	2.68	2.79	2.90	3.02
Operating Expense Ratio	33.73%	31.82%	30.89%	29.99%	29.12%	28.27%	27.44%	26.64%	25.87%	25.11%
Gross Multiplier (GRM)	4.94	4.66	4.53	4.40	4.27	4.14	4.02	3.90	3.79	3.68
Loan to Value	80.30%	79.52%	78.75%	77.87%	76.92%	75.90%	74.84%	73.65%	72.40%	71.04%
Breakeven Ratio	67.02%	63.23%	61.39%	59.60%	57.86%	56.18%	54.54%	52.95%	51.41%	49.91%
Price / Unit	\$36,711	\$36,711	\$36,711	\$36,711	\$36,711	\$36,711	\$36,711	\$36,711	\$36,711	\$36,711

Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

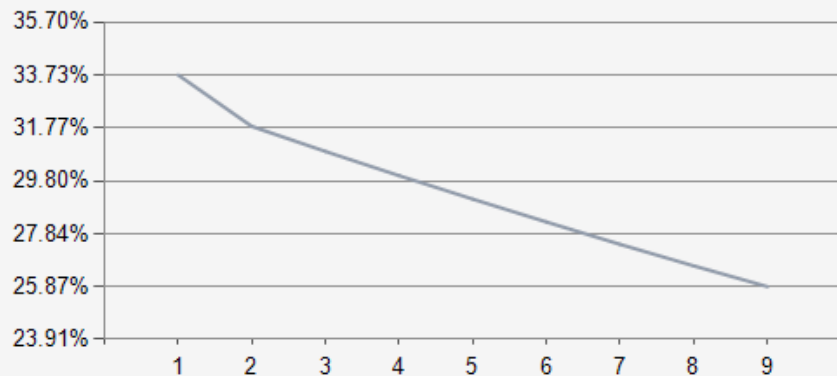
Cash on Cash



Cap Rate



Operating Expense Ratio



Breakeven Ratio

