


HIGH VIEW

Mobile Home Park





BROKERAGE TEAM





A professional headshot of Carrie Sieger, a woman with long dark hair, wearing an orange blazer over a beige top and a black skirt. The photo is set against a dark background with a light beige rectangular overlay on the right side.

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A professional headshot of Chris Ortiz, a young man with dark, spiky hair, wearing a dark blue suit, a light blue striped shirt, and a patterned tie. The photo is set against a dark background with a light beige rectangular overlay on the right side.

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JEFF WEIDES

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See Page 2



occupants.

LAND SURVEYING LLC

CA 2143 LS

WARNING

permission from Allen Darcy Hicks.

Site Visit: April 25, 2022

INVESTMENT OVERVIEW

Executive summary
Investment highlights

EXECUTIVE SUMMARY

JTACR Real Estate Group and BHGRE are pleased to present High View Mobile Home Park: a 33-site community located in Cookson, OK, a quarter of a mile from Tenkiller Ferry Lake. The community is located outside the City Limits of Cookson and operates with a public coop water provider and on site septic holding tanks.

Current ownership resides over five hours away, but has maintained and made major improvements and clean up on the site since purchasing the property in 2023. Some improvements include a major overall and cleanup of the site, removal of dilapidated homes, upgrading infrastructure, upgrading the pedestals, bringing in gravel, and creating a clean and safe environment for the customers. This opportunity presents new ownership with a property with large value add left on the table, and the option to assume a low interest rate.



Cookson, Oklahoma USA
CITY/STATE



All-Age
TYPE



33
MHRV SITES/STORAGE



8+
ACREAGE



MARKET OVERVIEW

Area overview

Market fundamentals

Lifestyle & attractions

Nearby amenities

AREA OVERVIEW

High View Park sits on the Cookson side of Lake Tenkiller in Cherokee County, Oklahoma—an everyday-livable resort market anchored by clear water, state parks, and marinas. The park’s tenants tap jobs and services in Tahlequah, the county seat, roughly twenty minutes north, while enjoying the lake lifestyle that keeps occupancy resilient through all seasons. Access is simple: OK-82/OK-100 connect the property to US-62 and US-69, placing Tulsa about an hour and a half away, Fayetteville/Northwest Arkansas about an hour and a half east, and Oklahoma City under three hours.

That regional reach widens your renter base to healthcare, education, tribal government, logistics, and hospitality. The immediate trade area blends retirees, lake-oriented families, and service workers who prefer affordable ground rent to higher mortgage or apartment costs. With boat ramps, marinas, and campgrounds minutes away, the location captures steady seasonal cash flow while supporting year-round tenancy.

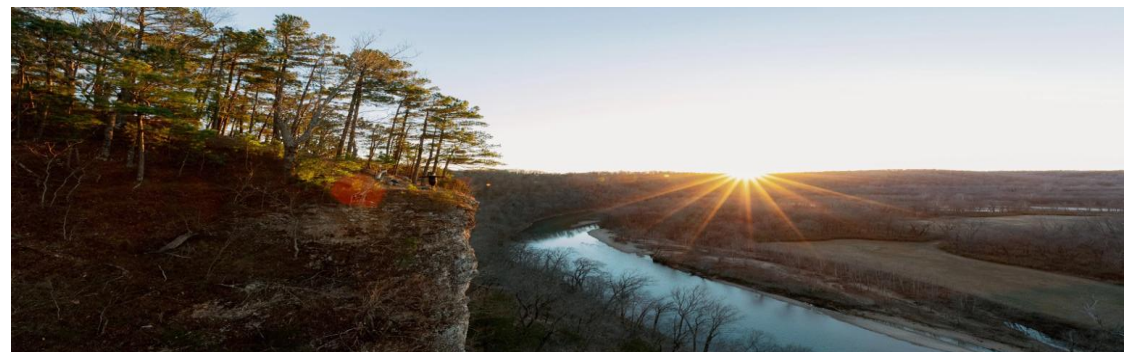
Established utility connections and simple internal circulation support routine service calls and vendor access. Maintenance windows align well with midweek, off-peak periods, allowing orderly work scheduling without interrupting traffic. Wayfinding and truck approach are intuitive from the OK-82/OK-100 corridor.

DEMOGRAPHICS

2010 Population	1,383
2023 Population	1,250
Median Age	58.0
Median Household Income	\$62,917

MAJOR EMPLOYERS (~30-mile trade area)

Company	Location	Employees	Industry
Cherokee Nation Businesses	Tahlequah	±14,400	Govt./Diversified
Cherokee Nation Healthcare Services	Tahlequah	±2,200	Healthcare
Northeastern State University	Tahlequah	±525	Higher Education
Tahlequah Public Schools	Tahlequah	±479	K-12 Education



LOCAL ATTRACTIONS

Water & River Recreation

Crystal-clear Lake Tenkiller offers boating, fishing, swim coves, and boat ramps, while the Illinois River nearby adds float trips, kayaking, and outfitter shuttles that boost weekend traffic and support local businesses.

State Parks

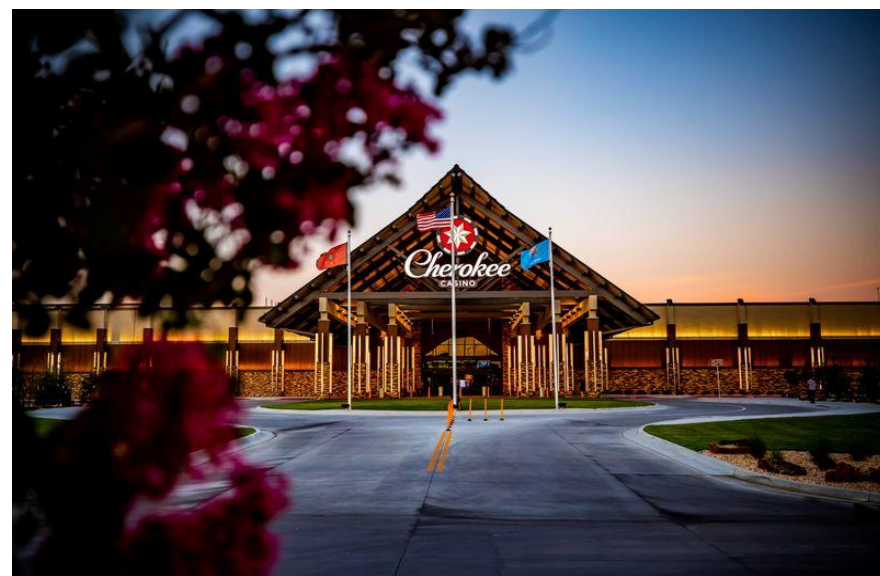
Tenkiller State Park features trails, cabins, nature center, campgrounds, and swim beaches. Nearby Cherokee Landing State Park adds shaded campsites, playgrounds, and additional ramps minutes from the property.

Marinas & Services

Cookson Bend Marina and Snake Creek Marina offer slips, fuel, storage, rentals, and seasonal dining—keeping the shorelines active and convenient for residents and guests.

Casino & Live Music

Cherokee Casino Tahlequah features on-site dining—including White Wolf Steakhouse—and free live entertainment on select nights.



COMMUNITY HIGHLIGHTS

Education & Learning

Key public schools serves much of the area with elementary, middle and high school campuses. Northeastern State University in Tahlequah adds cultural programming, workforce training, and a stable student and employee base.

Healthcare & Public Safety

Healthcare is anchored by Cherokee Nation's W.W. Hastings Hospital and the Outpatient Health Center in Tahlequah, with clinics, pharmacies, and urgent care nearby. Public safety combines county law enforcement, Keys Volunteer Fire Department coverage, lake-season marine patrols, and coordinated EMS response, ensuring reliable coverage for residents, guests, and seasonal workers.

Seasonal Entertainment & Cultural Life

The Cherokee National Holiday over Labor Day weekend brings parades, arts, and concerts that draw tens of thousands. Spring's Red Fern Festival fills downtown with vendors, music, and family activities, while fall features NSU's homecoming parade and tailgating. Nearby, the Castle of Muskogee runs major festivals year-round—from the Oklahoma Renaissance Festival to October's Haunted Castle and winter's Castle Christmas



MARKET OVERVIEW

Strategic Location

High View Park sits on the Cookson side of Lake Tenkiller with immediate access to marinas, state parks, and the Illinois River corridor. Day-to-day services and employment are centered in Tahlequah (~20 minutes), while regional connectivity via OK-82/OK-100 links to US-62/US-69. This places the community within practical drive times of Tulsa, Oklahoma City, and Northwest Arkansas, broadening the resident base without sacrificing the lake lifestyle tenants value. Seasonal recreation drives consistent traffic past the park, and highway visibility supports routine operations and vendor access.

Pro-Business Environment

Operations benefit from a county-administered setting typical of lake neighborhoods, with established utility connections and straightforward access for service providers. Nearby retail, healthcare, and education anchors in Tahlequah create a stable ecosystem for residents and contractors. Seasonal tourism sustains local services year-round, while transportation links keep supply runs predictable. The setting supports routine maintenance, pad turns, and orderly site management without urban-core complexity.

Market Dynamics & Operational Profile

Pad supply is limited, and lake visitation keeps occupancy resilient in shoulder seasons. With home and construction costs high, leased lots remain practical for retirees, service workers, and trades. Existing layouts, utility tie-ins, and circulation streamline work orders. Consistent standards—organized parking and maintained common areas—sustain satisfaction and curb appeal. Grounds show well. Overall, it's a durable lake-adjacent community supported by regional corridors and anchors.

MARKET OVERVIEW

Amenities Map

Location Map

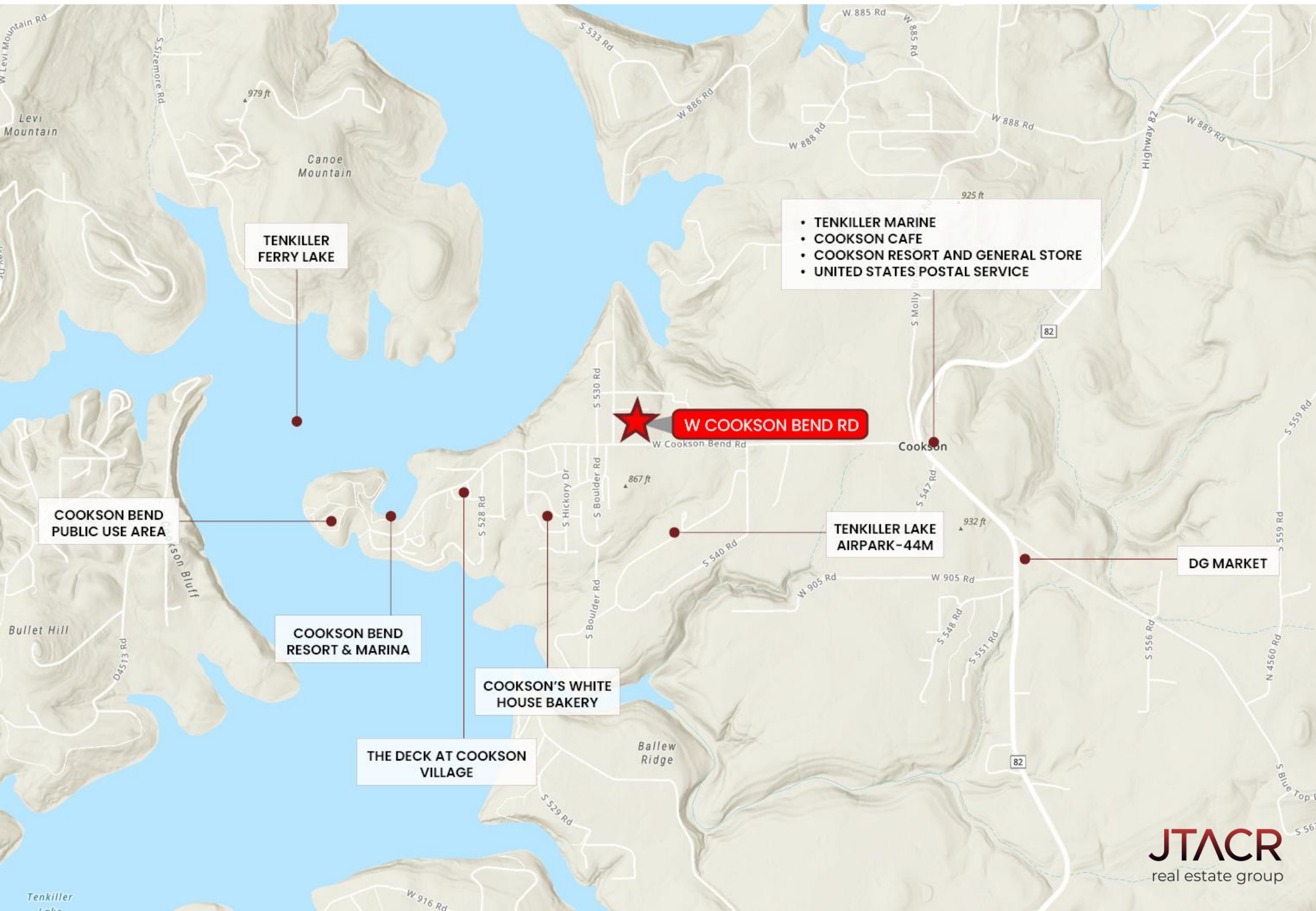
Regional Map

Lake Map

Population Density

Median Household Income

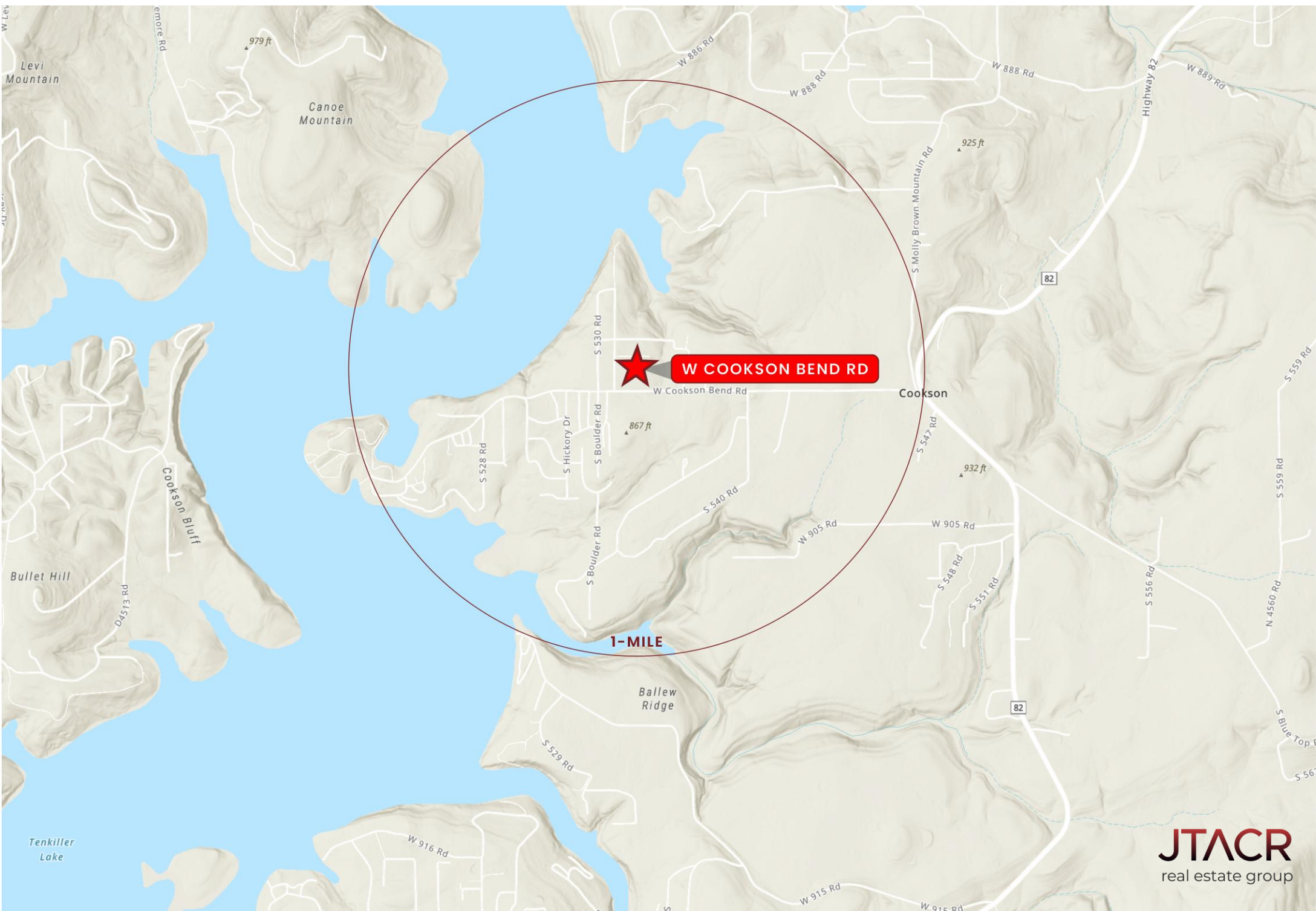
Oklahoma Map

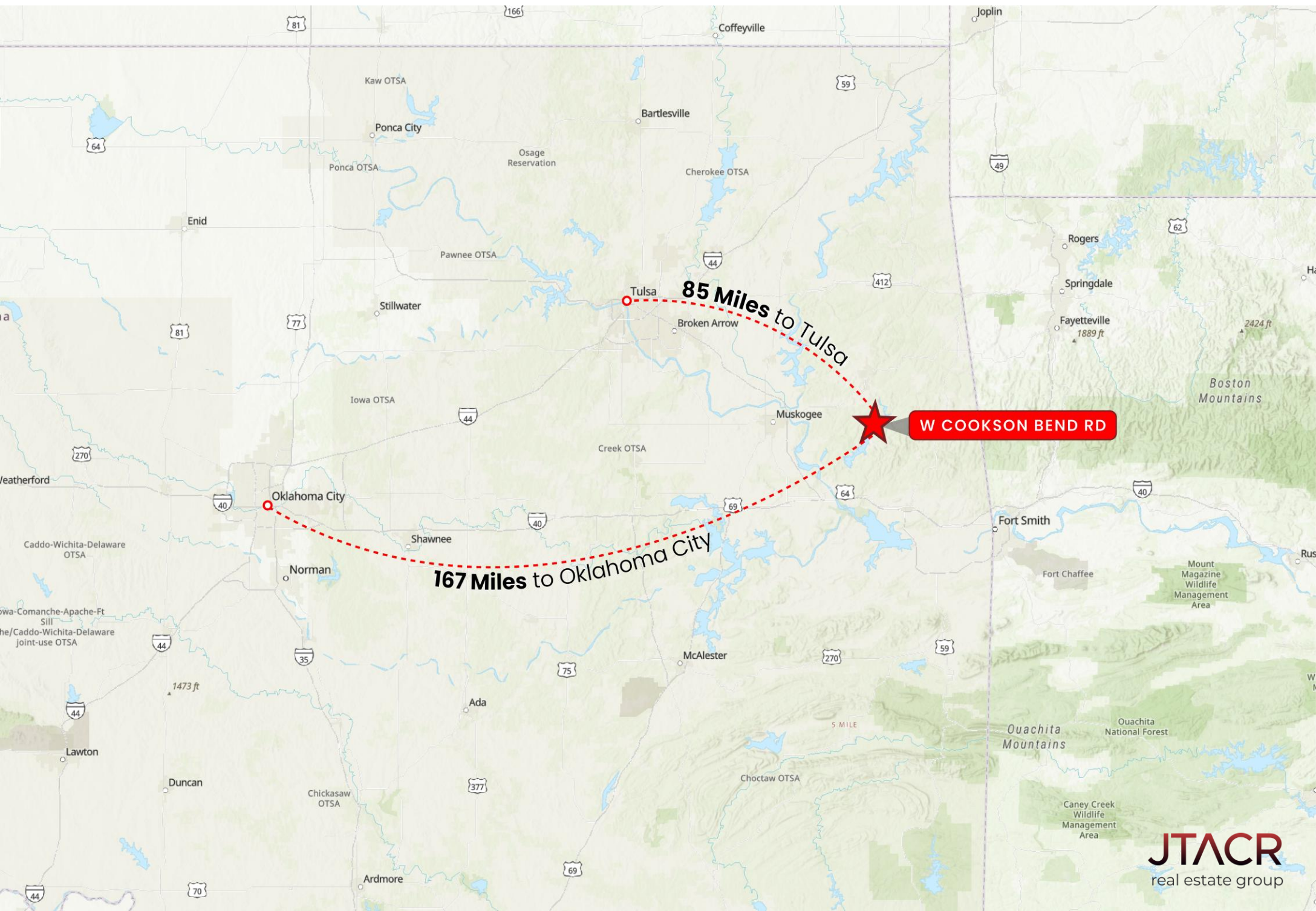


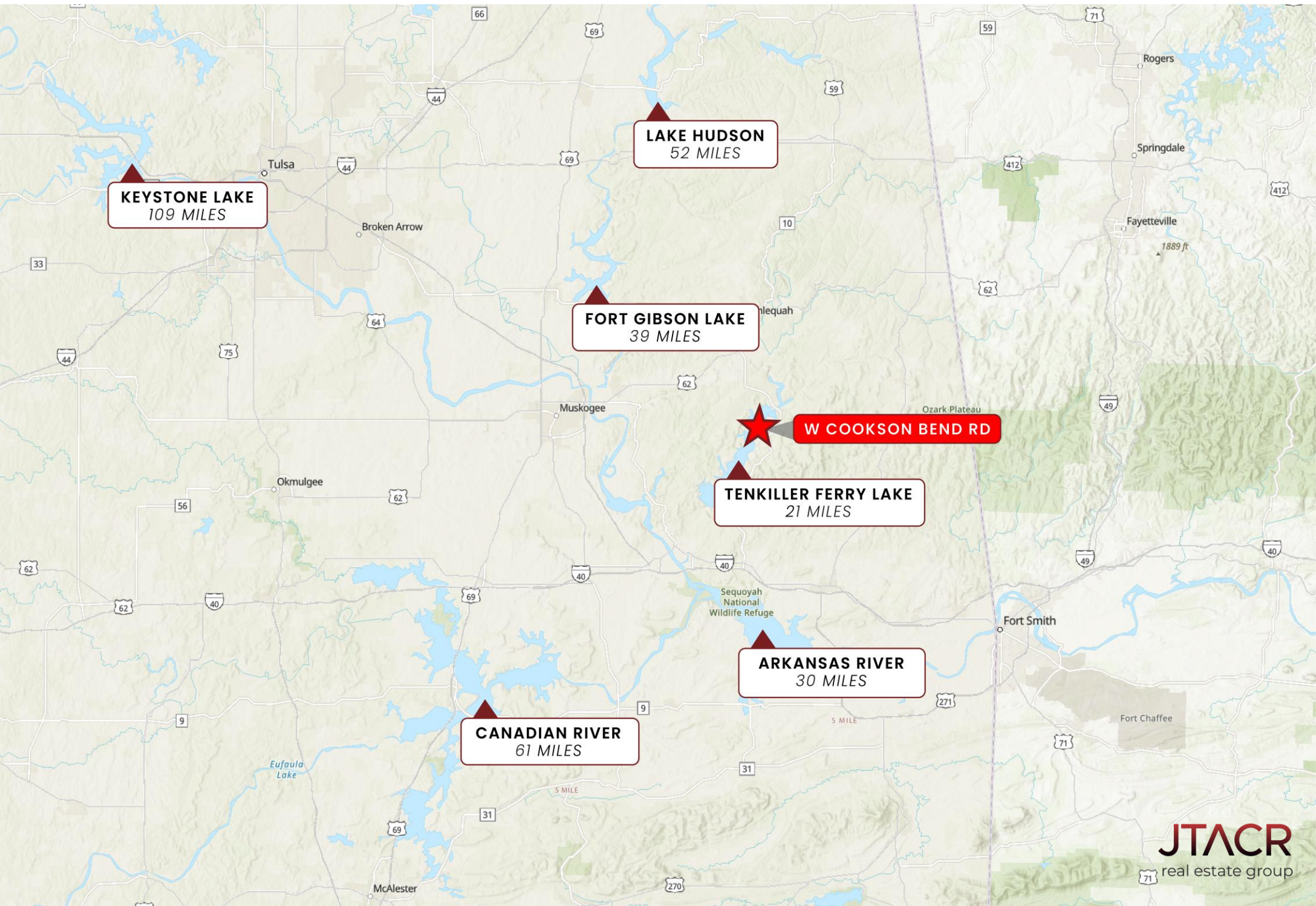
AMENITIES MAP-TAHLEQUAH

16



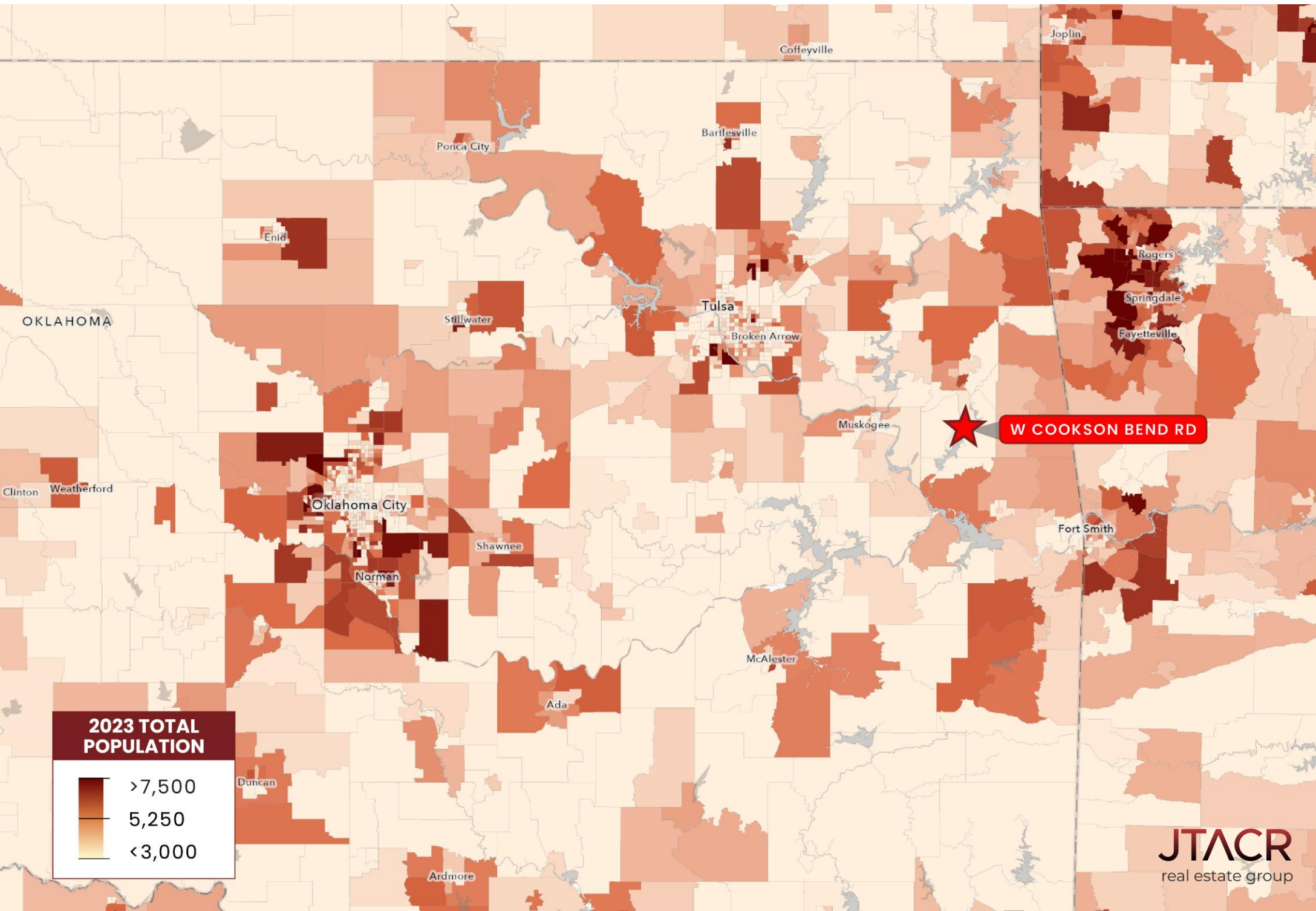




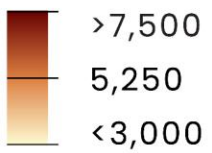


POPULATION DENSITY

20

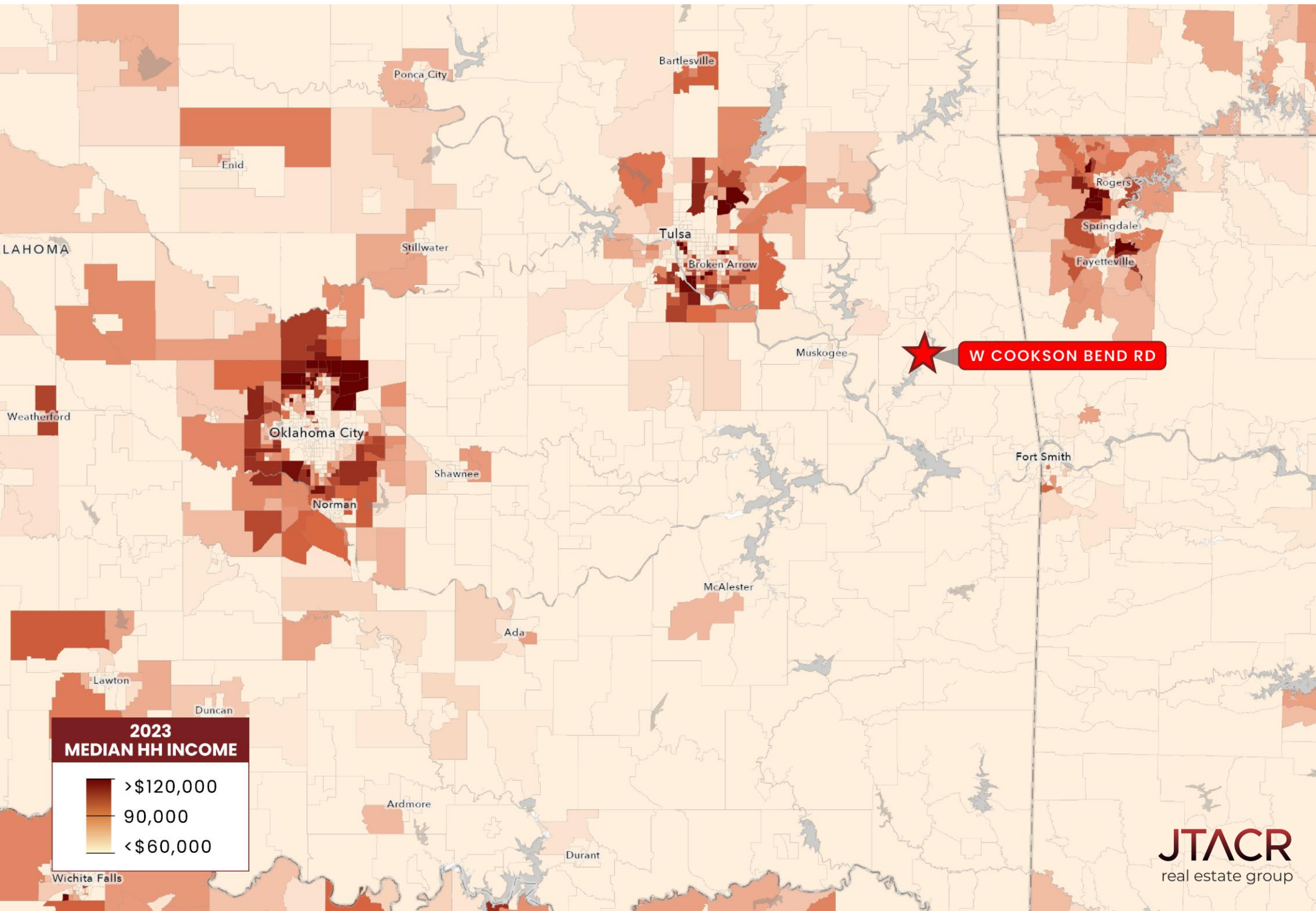


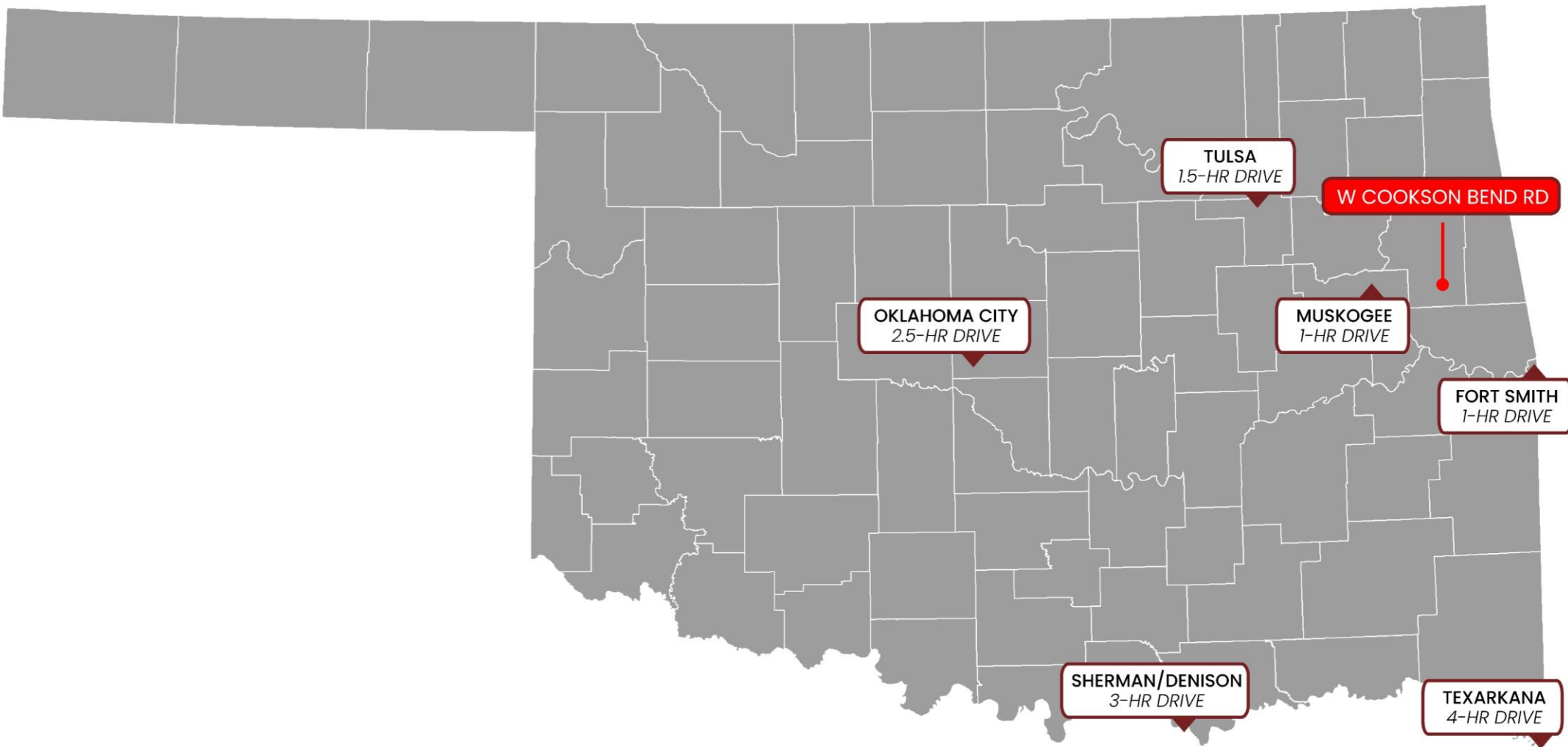
2023 TOTAL
POPULATION



MEDIAN HOUSEHOLD INCOME

21





PROPERTY DESCRIPTION

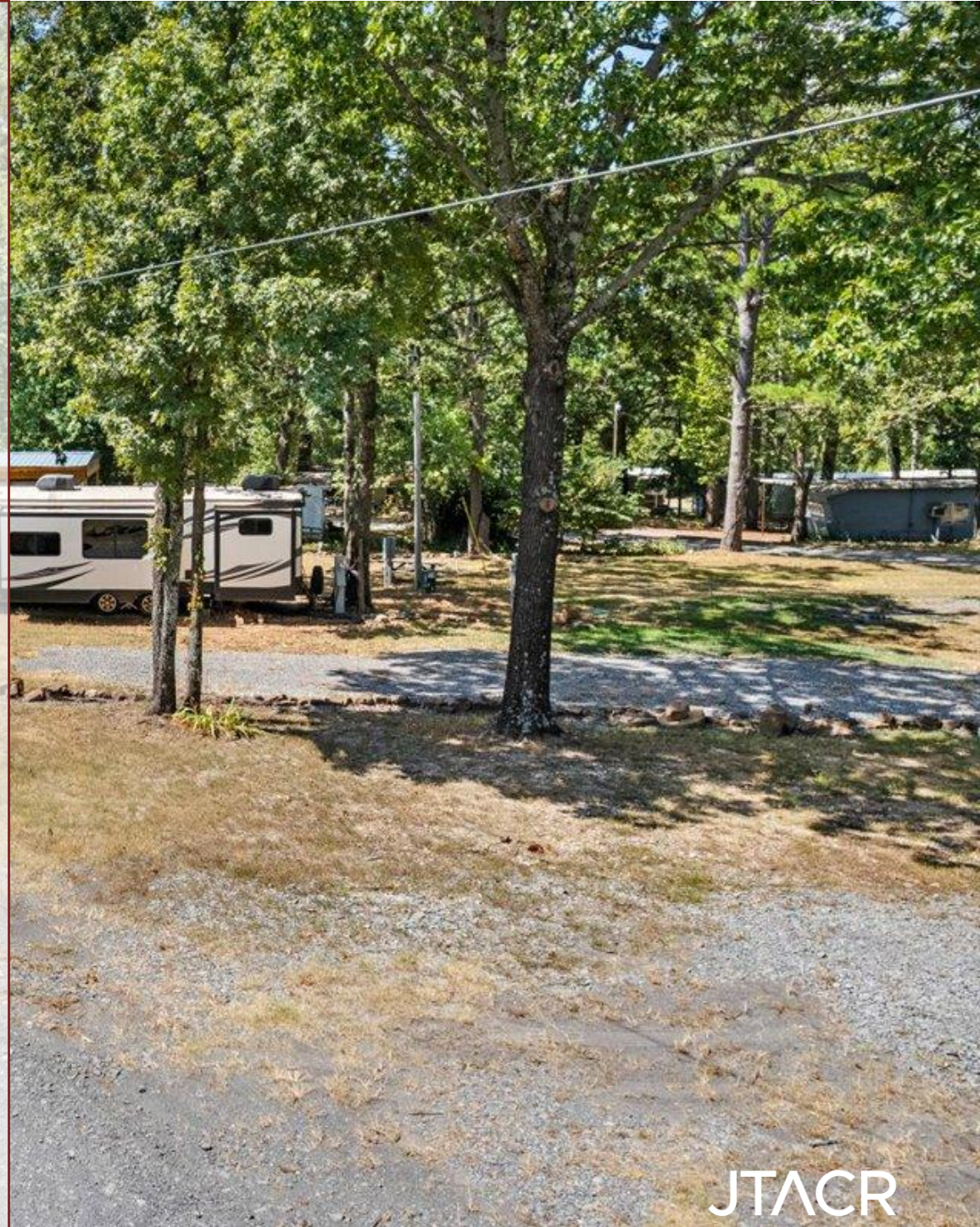
Property details

Infrastructure & Utilities

Site Mix & Rental Breakdown

PROPERTY DETAILS

Street Address	W Cookson Bend Rd
City, State	Cookson, OK 74427
County	CHEROKEE
Opportunity Zone	NO
Property Type	MOBILE HOME PARK
Secondary Type	STORAGE
Total Rental Sites	33
Total Storage	7,500 SF
Flood Zone	NO
Jurisdiction	OUTSIDE CITY LIMITS
Year of Construction	1971
Total Acreage	8 ACRES



INFRASTRUCTURE & UTILITIES

UTILITIES

TYPE	PROVIDER	PAID BY	METERED/DIRECT BILLED
Water	Public	TENANT	Direct-Billed
Sewer	Private	PARK	NA
Electricity	Public	TENANT	Direct-Billed
Trash	Public	PARK	Direct-Billed
Natural Gas	Public	TENANT	Direct-Billed
Cable/Internet/Phone	Multiple	TENANT	Direct-Billed

ADDITIONAL SERVICES

TYPE	RESPONSIBILITY	PAID BY
LAND SCAPING HOMES	TENANT	TENANT
LANDSCAPING MAIN	PARK	PARK
PEST	PARK	PARK
STAFF/THIRD PARTY MANAGEMENT		
On-site Staff	NO	
Third-Party Management Company	NO	
OWNER RESPONSIBILITY		
ABSENTEE	YES	
OFF SITE MANAGEMENT	YES	

INFRASTRUCTURE

TYPE	
ROAD SURFACE	GRAVEL
DRIVEWAY SURFACE	GRAVEL
PARKING PER SITE	2
ELECTRICAL AMPERAGE	100-200

SITE MIX & RENTAL BREAKDOWN

	TOTAL	OCCUPIED	OCCUPANCY %	AVERAGE LOT RENT
TOTAL RENTAL SITES	33	17	52%	\$250
TENANT OWNED MH LOT ONLY	29	13		\$250
TENANT OWNED RV LOT ONLY	4	4		
STORAGE	7,500 SF	10		\$70

POH SUMMARY

	TOTAL	%MH SITES	HOME RENT	AVG HOME YEAR	VALUE/BALANCE
TOTAL POH SITES	0				

RENT INCREASE HISTORY

	DATE	AMOUNT
RENT AMOUNT	NA	



ITACD

MOBILE HOME MARKET

Local Map

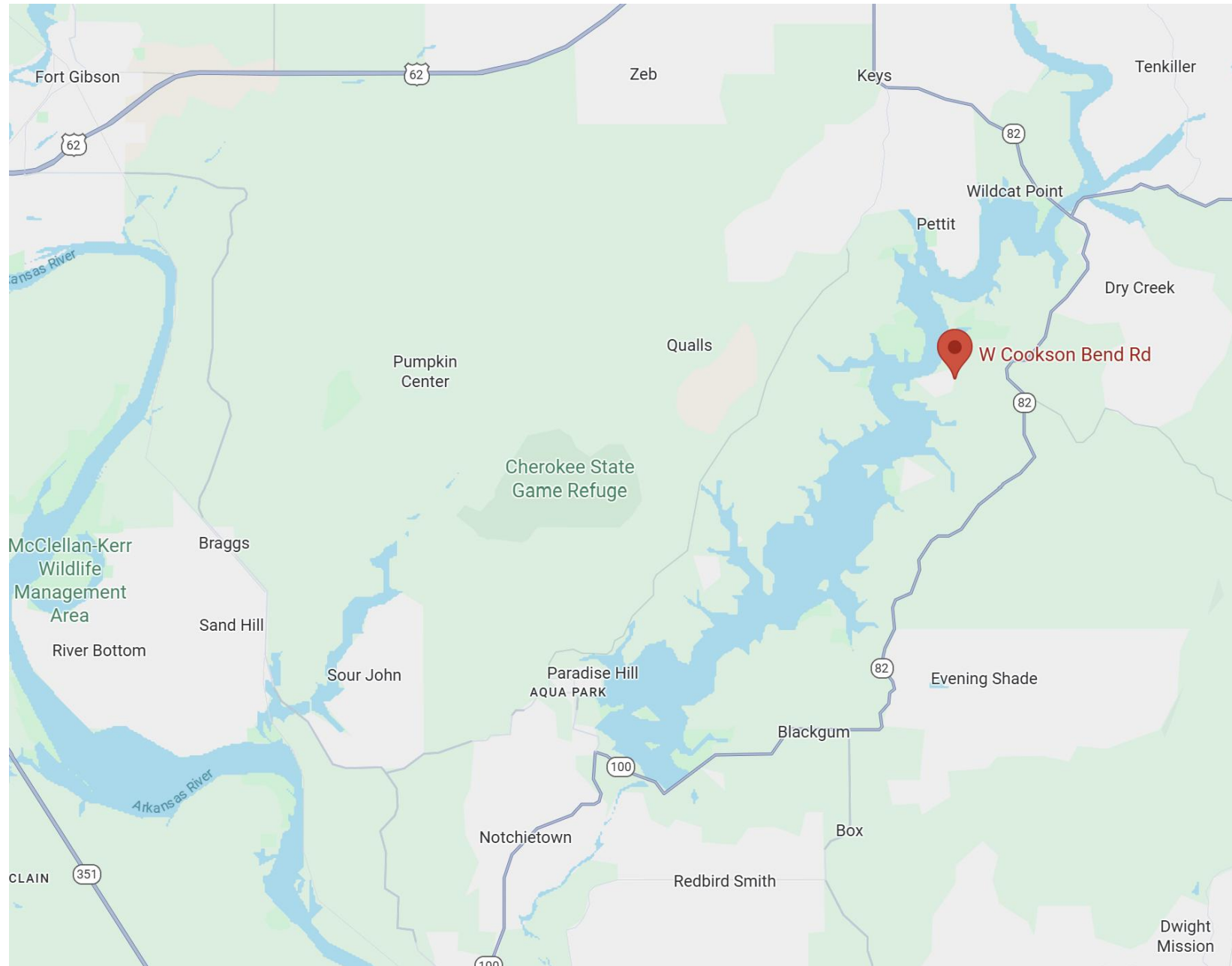
Regional Map

Comparable Rents

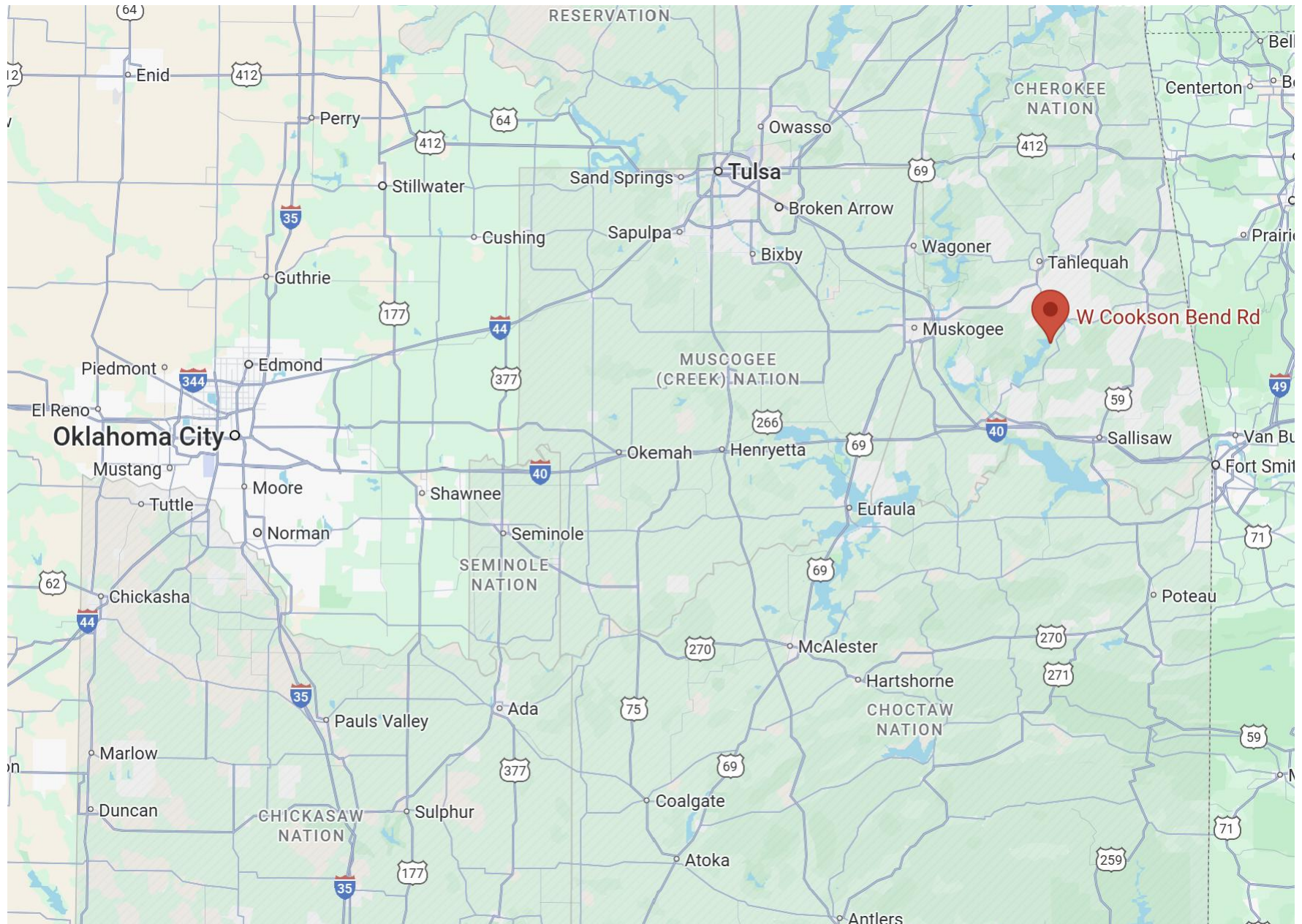
Comparable Sales



TEN KILLER FERRY LAKE - COOKSON

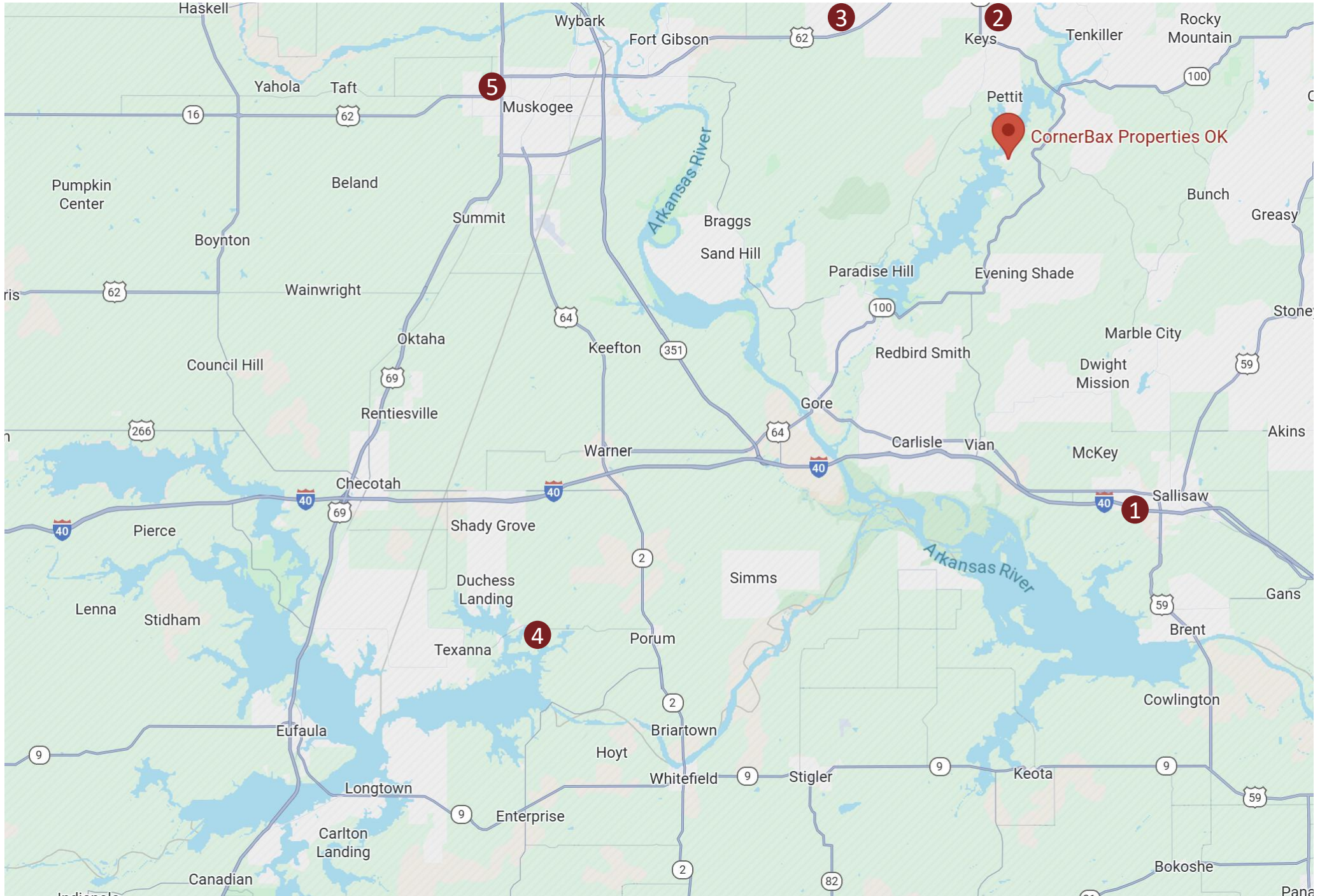


REGIONAL



MOBILE HOME PARK RENT COMPARABLES

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MOBILE HOME PARK RENT COMPARABLES

	PROPERTY	ADDRESS	CITY/STATE	MONTHLY LOT RENT
	SUBJECT	2299 FM982	PRINCETON	\$695-995
1	SIERRA VISTA	1401 N Maple St	Sallisaw	\$225
2	WILLIS RD	207 W Willis Rd	TAHLEQUAH	\$400
3	CREEKSIDE ACRES	19000 E 801 Rd	TAHLEQUAH	\$400
4	BIG BASS	Sand Bass Dr	PORUM	\$350
5	SLEEPY HOLLOW	3100 Brewer St	MUSKOGEE	\$240

COMPARABLE MOBILE HOME PARK SALES

	PROPERTY	ADDRESS	CITY/STATE	SITES	PRICE/PAD	SALE DATE
	SUBJECT				\$35,576	
1	Sunset Ridge	6406 W 7th St	Texarkana TX	108	\$46,759	2023
2	Oakwood MHC	700 E New Boston Rd	Nash TX	95	\$46,315	2023
3	I35 Resort	15131 N Interstate 35	Elm Mott TX	250	\$51,200	2022
4	Hilltop Community	4020 W Oak St	Palestine TX	40	\$26,875	2022
5	Sea Garden Park	47975 Michigan St	Laguna Heights TX	54	\$27,778	2021
6	Lake Ray Hubbard	2065 E FM 544	Wylie TX	109	\$73,394	2021
7	Paris Mobile Home Park	2671 N Main St	Paris TX	75	\$17,333	2021
8	Liberty Hill	645 FM 900	Mt Vernon TX	33	\$26,000	2021
9	Pine Valley MHC	2307 N John Redditt Dr	Lufkin TX	52	\$28,846	2021
10	Pine Hill MHP	30 Private Rd 3015	Mt Pleasant, TX	25	\$20,000	2020

FINANCIAL ANALYSIS

Assumptions

Annual Cash Flows

Financing

High View Mobile Home Park Proforma

2025 (Annualized)

2026

Assumptions

Total MH Spaces on Property	33
Avg MH Spaces Occupied on Property	20
Average Occupancy Rate	61%
Avg. Monthly Rent	\$250

Income Loss Assumptions

Vacancy (% of Unoccupied Units)	39.4%
Bad Debt (as % of Gross Potential Rent)	10.0%

Other Income

Total Storage Units	14
Avg. Monthly Rent	\$70
Storage Units Occupied	10
Laundry (Monthly Income)	\$0

Expenses

Management Fees	8.0%
Repairs and Maintenance (% of Revenue)	5.0%
Utilities (Per Month)	\$500.00
Taxes (% of Sale Price)	0.80%

Annual Cash Flows

MH Rental Income	NA	\$99,000.00
Gross Potential Rent	NA	\$99,000.00
Vacancy	NA	(\$39,000.00)
Bad Debt	NA	(\$9,900.00)
Effective Rental Income	\$53,266.00	\$50,100.00
Other Income	NA	\$8,400.00
Effective Gross Income	\$53,266.00	\$58,500.00
Insurance	\$3,380.61	\$3,380.61
Management Fees	\$0.00	\$4,680.00
Repairs and Maintenance	\$23,194.12	\$2,925.00
Property Taxes	\$3,844.64	\$4,200.00
Utilities	\$4,402.42	\$6,000.00
Total Expenses	\$34,821.79	\$21,185.61
Net Operating Income (NOI)	\$18,444.21	\$37,314.39
<i>NOI Margin</i>	34.6%	63.8%
<i>Cap Rate</i>	3.5%	7.1%

Financing

Sale Price for Business Income	\$525,000		
Total Sale Price for Property	\$525,000		
Interest Rate	3.00%		
Loan Period (in years)	25		
Down Payment %	55.0%		
Opening Balance	\$236,250	\$236,250	\$229,770
(Repayments)	(\$13,567)	-\$13,567	-\$13,567
Interest Accrued	\$33,434	\$7,088	\$6,893
Ending Balance		\$229,770	\$223,096
Net Operating Income (NOI)		\$18,444	\$37,314
Principal Repayments		-\$6,480	-\$6,674
Interest Expense		-\$7,088	-\$6,893
Beginning Cash Balance		\$0	\$4,877
<i>Change in Cash Flow</i>		<i>\$4,877</i>	<i>\$23,747</i>
Net Cash Flow		\$4,877	\$28,624



OFFERING DETAILS

JTACR Real Estate Group has been engaged as the exclusive listing Broker representative of the Owner for the sale of this property. No contact shall be made by any prospective purchaser or agents to the Owner, its executives, staff, personnel, tenants, or related parties.

This Investment Offering Memorandum is a confidential solicitation of interest, and the information provided herein is provided for the sole purpose of considering the purchase of the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property or to terminate discussions with any entity at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Investment Offering Memorandum or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Purchase Agreement on terms acceptable to the Owner. By receipt of this Offering Memorandum, prospective purchaser will be deemed to have acknowledged the foregoing and agrees to release the Owner from any and all liability with respect hereto.

The enclosed materials are being provided solely to facilitate the prospective purchaser's own due diligence for which the purchaser shall be fully and solely responsible. All information contained herein is confidential in nature, and recipient agrees not to photocopy, duplicate, forward, distribute, or solicit third party interest without written permission and consent from Owner or JTACR Real Estate Group.

Neither JTACR Real Estate Group nor the Owner make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and nothing contained herein shall be relied upon as a promise or representation as to the future performance of the Property.

OFFER SUBMISSION

Offers should be presented in the form of a non-binding Letter of Intent, spelling out all significant terms and conditions of Purchaser's offer including, but not limited to, (1) asset pricing, (2) due diligence and closing timeframe, (3) deal structure and each party's rights and responsibilities (as applicable), (4) earnest money deposit, and to include (5) a resume of previous multi-family ownership experience, as well as (6) qualifications to close, and (7) details of debt and equity financing.

ASKING PRICE & TERMS

\$525,000

SOURCES

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HIGH VIEW

Mobile Home Park

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