

CHARLES HAWKINS CO.

Commercial Real Estate Services

OFFERING MEMORANDUM

FOR SALE

SPRING VALLEY MOBILE HOME PARK
106 Woodlawn Dr., Abbeville, SC 29620

Rare Opportunity to Purchase a
Mobile Home Park in Historic
Abbeville, SC

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5031 5th Ave Lot 60, Key West, FL 33040



EXECUTIVE SUMMARY

Charles Hawkins Co. is pleased to present **106 Woodlawn Drive**, a stabilized and high-upside mobile home park in Abbeville, SC. The property features 119 total lots. There are **31 homes on site**—29 of which are park-owned, including 20 new units (2023). This is the **only property zoned as a Mobile Home Park** in the city limits of Abbeville.

Tenants are billed back for all utilities, and the park currently generates ± **\$356k in gross annual income**. **Zoned MHP**, the site includes **88 vacant lots approved for additional homes**, offering significant expansion potential.

All Park Owned Homes are new (2023) or have been renovated within the past 2 years. All homes have metal underpinning.

This is a rare opportunity to acquire a cash-flowing asset with strong in-place income, new home inventory, and meaningful long-term upside—all in a growing Southeastern market with access to Greenville, Columbia, and abundant natural amenities.



PROPERTY HIGHLIGHTS

- Asking Price: \$3,500,000
- 119 Total Lots
- City Water/ City Sewer/ City Electric/ City Trash | All utilities are underground
- 100% Occupied
- 31 Homes
 - 29 Park Owned Homes
 - 2 Tenant Owned Homes
 - Approved for the infill of 88 additional homes
- 20 of the POHs are new (2023)
- All 9 additional POHs have been **renovated within the past 2 years**.
 - New HVAC, Flooring, Roofs, Windows, Cabinets, etc
- Tenants are billed for all utilities

VALUE ADD

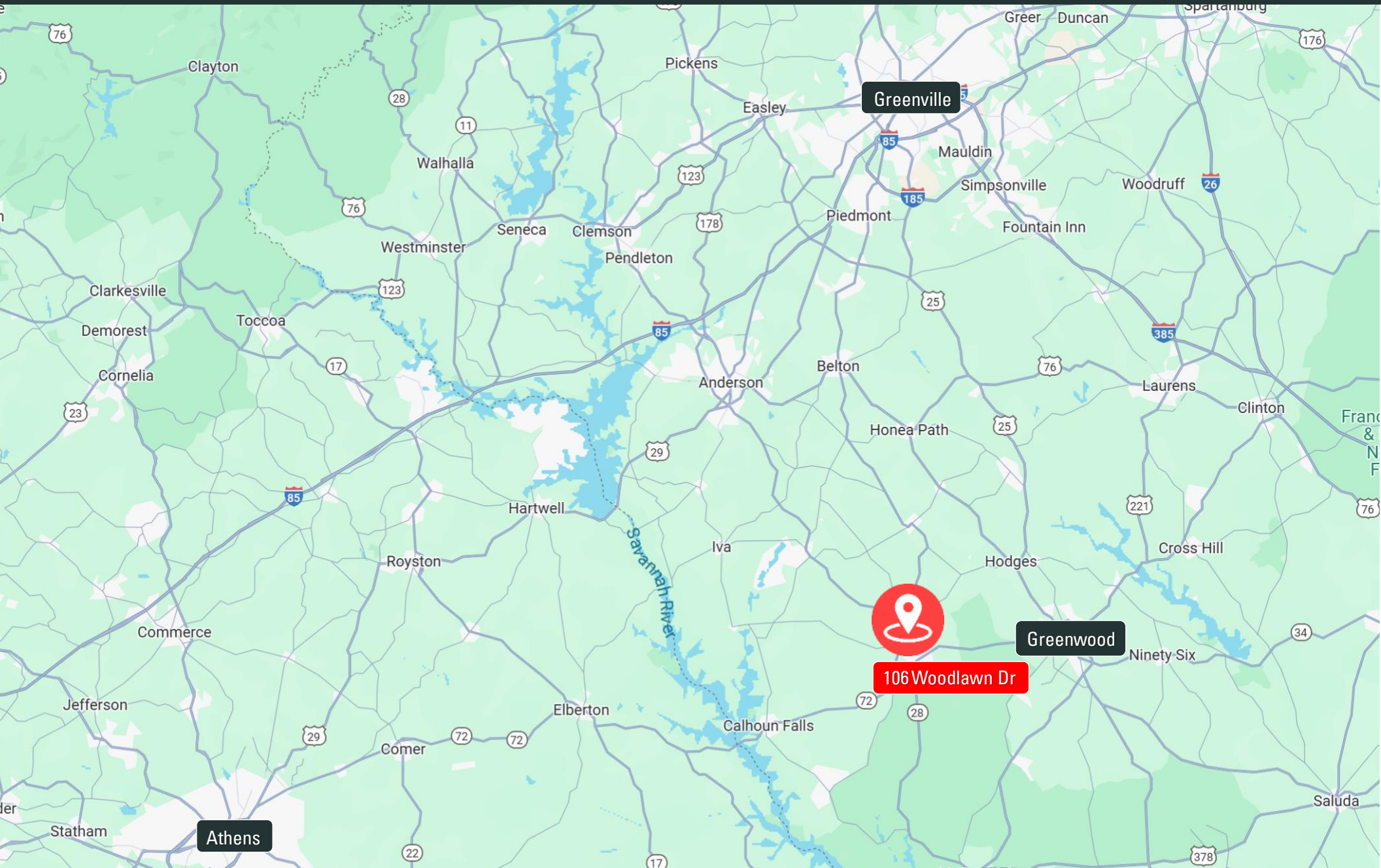
- 88 lots for expansion (approved by city/county)
- Zoned MHP
- Immediately rent owner’s residence and current office

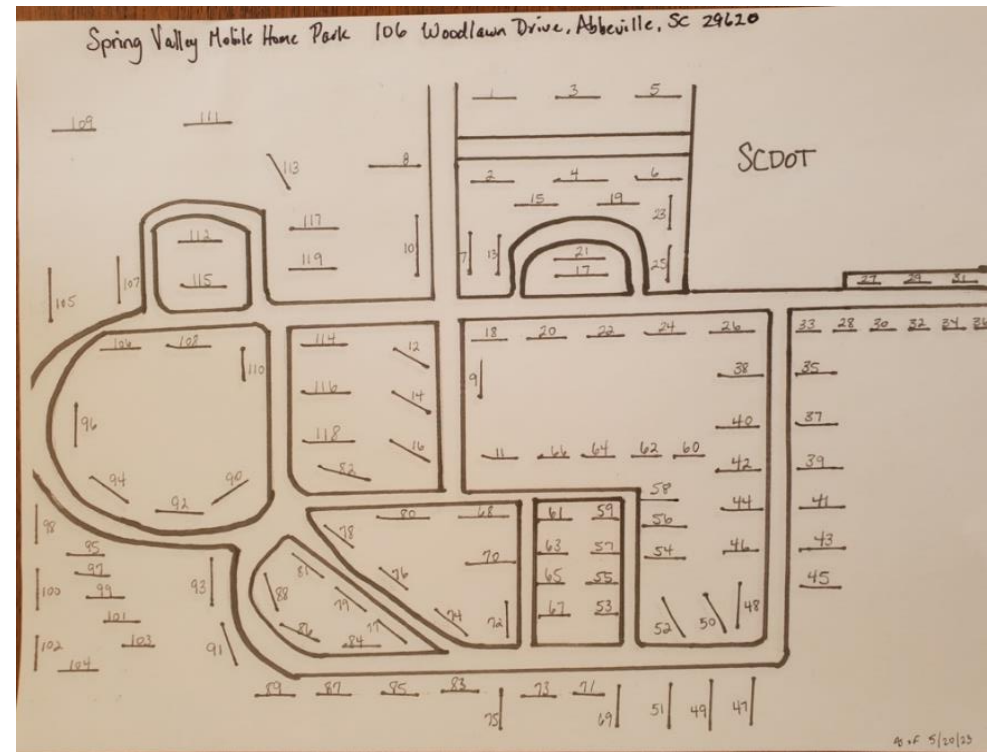
UNIT	QTY
POH (2023)	20
POH (pre-2004)	9
TOH	2
TOTAL Homes	31
Lots for Expansion	88

LOCATION MAP

Abbeville, South Carolina

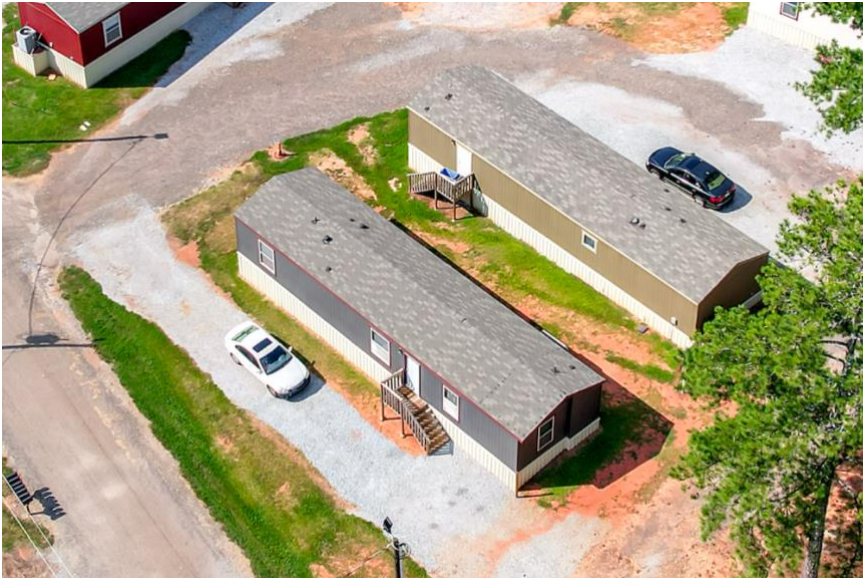
Abbeville is a city and county seat of Abbeville County, SC, located 86 miles west of Columbia and 45 miles south of Greenville.





PROPERTY PHOTOS

Mobile Home Park



PROPERTY PHOTOS

Mobile Home Park





Abbeville, SC

Abbeville, the historic county seat of Abbeville County, is a charming city of approximately 4,880 residents and sits within a broader county of roughly 24,600 people. With an unemployment rate in the 4–4.5% range—on par with state averages—Abbeville offers a stable economic environment supported by manufacturing, healthcare, education, and retail sectors.

The region's employment base includes strong local employers such as Abbeville County Memorial Hospital, Abbeville County School District, and major manufacturers like ACS Manufacturing, Sage Automotive Interiors, Prysmian Communications, and Wayfair's local operations. These anchor employers contribute to approximately 5,300 jobs in the county, with average wages around \$46,800 and rising payrolls year-over-year. The Upper Savannah region is also projecting nearly 8.4% job growth by 2032—with healthcare (+13.6%), retail (+10.6%), manufacturing (+5.4%), and transportation/warehousing (+42%) leading the way—highlighting long-term economic momentum.

Abbeville's attractive affordability and proximity—45 miles south of Greenville and 86 miles west of Columbia—enhance its appeal for residents and investors. Local amenities like Piedmont Technical College's Abbeville campus, historic venues such as the Abbeville Opera House, and abundant outdoor recreation reinforce quality of life and economic sustainability.

Pro Forma - Rent All Units (Raise rents by 3% annually)					
Income	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Potential Income	416,400	428,892	441,759	455,012	468,662
Vacancy & Rent Loss	41,640	42,889	44,176	45,501	46,866
As a % of GSI	10%	10%	10%	10%	10%
Net Rental Income	374,760	386,003	397,583	409,510	421,796
Earnest Money	14,100	14,523	14,959	15,407	15,870
Late Fee	4,310	4,439	4,572	4,710	4,851
Misc Income	1,984	2,044	2,105	2,168	2,233
Net Effective Income	395,154	407,009	419,219	431,795	444,749
Expenses					
Maintenance/Repairs	20,820	25,734	30,923	45,501	46,866
Management	52,000	53,560	55,167	56,822	58,526
Advertising	958	987	1,016	1,047	1,078
Electric	8,000	8,240	8,487	8,742	9,004
Insurance	5,856	6,032	6,213	6,399	6,591
Legal Expenses	786	810	834	859	885
Licenses/Fees	150	155	159	164	169
Office Expenses	724	746	768	791	815
Equipment Repair	1,517	1,563	1,610	1,658	1,708
Water Bill (billed back to tenants)	15,952	16,431	16,923	17,431	17,954
Property Tax	35,000	36,050	37,132	38,245	39,393
Phone/Software	1,000	1,000	1,000	1,000	1,000
Total Expenses	142,764	151,306	160,232	178,660	183,989
Expenses as a % of GPI	34%	35%	36%	39%	39%
Net Operating Income	252,390	255,703	258,987	253,136	260,760

Assumptions:

Year 1: Rent all homes. Raise rents slightly on TOH and 2-3 POHs. (Vacancy accounted for at Year 2-5: Increase Rent 3%)

Expense Assumptions	% of Gross
Maintenance/Repairs	10%
Management	actual
Advertising	actual
Insurance	actual
Legal Expenses	actual
Licenses/Fees	actual
Office Expenses	actual
Equipment Repair	actual
Water Bill (billed back to tenants)	actual
Property Tax	close estimate
Phone/Software	actual

MONTHLY P&L	
MONTHLY INCOME	
Late Fee	\$359
Misc. Income	\$165
Rental Income	\$29,700
Weekly Rental Income	\$100
TOTAL	\$30,325
MONTHLY EXPENSES	
Management	\$4,000
Repairs and Maint	\$1,516
Advertising	\$80
Electric	\$422
Insurance	\$488
Legal Expenses	\$131
Licenses/Fees	\$13
Office Expenses	\$60
Equipment Repair	\$253
Water Bill (billed back to tenants)	\$1,329
Property Tax	\$2,917
Phone/Software	\$167
TOTAL	\$11,375
MONTHLY NOI	\$18,949
ANNUAL NOI	\$227,389.10

Based on monthly averages from Jan 2025 – July 2025

Rent Roll								
NO.	Home Year	Current Rent	Potential Rent	Occupied?	Bed/Bath	Size	Move In	Note
1	2023	1200	1200	RENTED	3br/2ba	Singlewide	12/5/24	
3	2023	1200	1200	RENTED	3br/2ba	Singlewide	2/1/25	
4	2023	1200	1200	RENTED	3br/2ba	Singlewide	3/21/24	
5	2023	1200	1200	RENTED	3br/2ba	Singlewide	4/1/24	
6	2023	1200	1200	RENTED	3br/2ba	Singlewide	6/5/24	
7	2023	1200	1200	RENTED	3br/2ba	Singlewide	6/20/25	
8	Pre-2004	0	1200	VACANT	2b/1ba	Singlewide		Renovated - Office & Maintenance Housing
10	2023	0	1200	VACANT	3br/2ba	Singlewide		Manager's Home
12	2023	1200	1200	RENTED	3br/2ba	Singlewide	2/24/25	
13	2023	1200	1200	RENTED	3br/2ba	Singlewide	6/26/24	
14	2023	1200	1200	RENTED	3br/2ba	Singlewide	4/1/24	
16	2023	1200	1200	RENTED	3br/2ba	Singlewide	11/1/24	
17	2023	1200	1200	RENTED	3br/2ba	Singlewide	6/1/25	
18	Pre-2004	1000	1000	RENTED	2br/1ba	Singlewide	11/25/24	Recently Renovated
19	2023	1200	1200	RENTED	3br/2ba	Singlewide	7/10/24	
21	2023	1200	1200	RENTED	3br/2ba	Singlewide	7/5/24	
23	2023	1200	1200	RENTED	3br/2ba	Singlewide	10/18/24	
25	2023	1200	1200	RENTED	3br/2ba	Singlewide	3/17/25	
26	TOH	350	400	RENTED		Singlewide		
28	2023	1200	1200	RENTED	3br/2ba	Singlewide	8/9/24	
30	2023	1200	1200	RENTED	3br/2ba	Singlewide	6/28/24	
32	2023	1200	1200	RENTED	3br/2ba	Singlewide	11/20/23	
34	2023	1200	1200	RENTED	3br/2ba	Singlewide	5/14/24	
36	Pre-2004	1200	1200	RENTED	4br/2ba	Singlewide	3/1/25	Recently Renovated
38	Pre-2004	1200	1200	RENTED	3br/2ba	Singlewide		Recently Renovated
40	Pre-2004	900	1000	RENTED	2br/1ba	Singlewide	6/9/25	Recently Renovated
42	TOH	350	400	RENTED		Singlewide		
57	Pre-2004	1000	1000	RENTED	2br/1ba	Singlewide	6/1/25	Recently Renovated
66	Pre-2004	1200	1200	RENTED	3br/1ba	Singlewide		Recently Renovated
67	Pre-2004	1300	1300	RENTED	3br/2ba	Doublewide	3/24/25	Recently Renovated
83	Pre-2004	800	800	RENTED	3br/1ba	Singlewide	2017	Recently Renovated
lots		88 lots						
Totals		\$32,100	\$34,700					

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