

EXCLUSIVE INVESTMENT OFFERING

BOBBY B'S MOBILE HOME PARK

4920 E Parsons Point Road | Hernando, Florida 34442



\$1.16M

OFFERING PRICE

13

MARKETED LOTS

8 + 1

OCCUPIED + IN PROCESS

\$7,600

WORKING MONTHLY GROSS

INCOME IN PLACE. CONTROL THROUGH PARK-OWNED HOMES. MULTIPLE PATHS TO UPSIDE.

Commercial Sale | MLS 846513 | Offered As-Is

01 | INVESTMENT SNAPSHOT

A Controllable Florida Housing Investment

A park-owned community pairing current income with operational and site-level upside.

Bobby B's Mobile Home Park is a distinctive, fully park-owned community in Citrus County's Nature Coast. The current offering combines eight occupied homes, one additional unit in process or lease-up, and a marketed 13-lot footprint. Because ownership controls the homes as well as the land, an investor can influence unit condition, tenant experience, rental strategy, curb appeal, and future capital planning from a single operating platform.

\$91,200 ANNUAL GROSS	\$79,700 WORKING NOI	6.9% WORKING CAP RATE	1.33 AC ADVERTISED SITE
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PROPERTY ATTRIBUTE	CURRENT OFFERING INFORMATION
Asset type	Park-owned manufactured housing community
Ownership structure	100% park-owned homes; no tenant-owned homes reported
Current operations	8 occupied income-producing homes; 1 additional unit in process/lease-up
Site program	13 total lots per current offering materials; remaining pad/land capacity to be verified
Lease profile	Month-to-month tenancies reported
Utilities	Private well; multiple septic systems; individually metered tenant-paid electric
Roads / setting	Paved private internal roads; landscaped, park-like environment
Licensing / flood	Advertised as DBPR licensed and Flood Zone X; buyer to independently verify
Terms	Seller financing is not presently offered
INVESTMENT THESIS Existing cash flow is supported by park-owned homes and low-utility infrastructure, while the ninth unit, rent optimization, remaining land, and possible ancillary uses create several independent avenues for value creation.	

02 | ASSET & INFRASTRUCTURE

A Community With a Recognizable Identity

Colorful homes, mature landscaping and a resident-scale layout distinguish the park from a commodity rental setting.



Selected exterior views of Bobby B's Mobile Home Park.

PROPERTY STRENGTHS

- Private well with updated filtration system installed around 2023; water reports reported available.
- Five septic tanks reported to serve the nine-home configuration.
- Individually metered electric, with tenants responsible for electric service.
- Paved private roads and individually handled trash service.
- Recent improvements reported across homes, including vinyl flooring, newer appliances, granite/Formica counters, washers and dryers, instant hot-water heaters and covered porches.
- Mature fruit trees, landscaping, murals and privacy-oriented improvements contribute to a memorable park identity.

OPERATIONAL CONTROL Park-owned homes give the buyer direct influence over capital improvements, maintenance standards, leasing, rent positioning and visual consistency. Home ages, titles, sizes and individual conditions should be confirmed in the park-owned-home schedule.

03 | CURRENT OPERATIONS

In-Place Income With Room to Stabilize

The latest working rent roll is used below. A certified rent roll and T-12 should control final underwriting.

OCCUPIED HOMES	MONTHLY RENT	MONTHLY INCOME
5 homes	\$1,000	\$5,000
2 homes	\$900	\$1,800
1 home	\$800	\$800
Current occupied total		\$7,600

Working rent roll: 5 x \$1,000, 2 x \$900 and 1 x \$800. Prior public marketing may reflect an older \$7,300 monthly figure.

METRIC	AMOUNT	BASIS
Gross scheduled income	\$91,200	Current working rent roll
Estimated operating expenses	(\$11,500)	Working marketing estimate
Estimated NOI	\$79,700	Gross less estimated expenses
Indicated cap rate	6.87%	At \$1,160,000 offering price
Conservative NOI	\$72,960	Illustrative 20% expense ratio
Conservative cap rate	6.29%	At \$1,160,000 offering price

UNDERWRITING NOTE The \$11,500 expense figure is an estimated operating snapshot, not a certified trailing-12 statement. Buyers should independently underwrite taxes, insurance, repairs, vacancy, management, utilities, reserves and any post-sale tax reassessment. No assurance is made that historical expenses will continue.



Park-owned homes and landscaped internal roads support a cohesive operating environment.

04 | VALUE-ADD BLUEPRINT

Four Levers, One Operating Platform

The opportunity is not dependent on a single assumption. Each lever can be evaluated separately during due diligence.

- 01 Stabilize the ninth unit.** Complete setup or lease-up and convert the additional unit into recurring income.
- 02 Optimize existing rents.** Current rents range from \$800 to \$1,000, creating a measured path to improve revenue as leases turn and the market supports.
- 03 Activate remaining pad capacity.** Evaluate the marketed 13-lot footprint, utility access, septic capacity, DBPR requirements and county approvals before adding homes or sites.
- 04 Create ancillary income.** Explore resident storage, vehicle or recreational-equipment parking and service amenities that match Nature Coast lifestyles.

ILLUSTRATIVE SCENARIO	UNITS	MONTHLY GROSS	ANNUAL GROSS	NOI @ 80%	CAP @ \$1.16M
Current working rent roll	8	\$7,600	\$91,200	\$72,960	6.29%
Ninth unit at \$1,000	9	\$8,600	\$103,200	\$82,560	7.12%
Nine units at \$1,000	9	\$9,000	\$108,000	\$86,400	7.45%
13 sites at \$1,000	13	\$13,000	\$156,000	\$124,800	10.76%

Illustrative only. The 80% NOI scenarios use a flat 20% expense ratio and exclude acquisition costs, financing, vacancy changes, capital expenditures, home acquisition/setup, development costs, reserves and taxes. The 13-site scenario is not represented as presently achievable or approved.



Existing site layout and open areas should be evaluated with survey, zoning, utility and septic documentation.

05 | LAND & ANCILLARY CONCEPTS

Imagine More Than Additional Pads

The unused portions of the site may support additional value when matched to local demand and regulatory feasibility.



01 Additional homes or approved sites The clearest expansion path if the remaining lots are permitted, accessible and serviceable.

02 Boat, airboat and trailer parking A Nature Coast-oriented concept that could serve residents or approved outside users through secure, designated spaces.

03 RV or recreational-vehicle storage Longer-term storage or carefully planned sites may create income if zoning, DBPR and county requirements allow.

04 Resident overflow and work-trailer parking Organized parking can improve resident convenience while keeping internal roads and yards visually controlled.

05 Storage sheds or maintenance area Centralized resident storage, owner equipment storage or a maintenance workshop could support operations.

06 Laundry, vending, mail or package hub A compact amenity center could improve resident experience and provide modest ancillary revenue.

07 Dog area, garden or shaded pavilion Low-intensity amenities may strengthen tenant retention and the park's welcoming identity.

08 Landscape and privacy improvements Buffers, trees, fencing and defined parking can increase visual quality even where new density is not feasible.

APPROVAL REQUIRED These are concepts for investigation, not representations of entitlement. Any additional home, RV, storage, commercial or amenity use is subject to county zoning, land-development rules, DBPR requirements, setbacks, drainage, fire access, well/septic capacity, licensing and other approvals.

06 | LOCATION & MARKET CONTEXT

Citrus County's Growing Nature Coast

Bobby B's sits near outdoor recreation and within reach of Central Florida employment and service corridors.



Nature Coast-inspired murals give the property a distinctive local character.

CITRUS COUNTY INDICATOR	CURRENT FIGURE	SOURCE
2025 population estimate	171,666	U.S. Census Bureau
Population growth, 2020-2025	11.6%	U.S. Census Bureau
2025 housing units	90,919	U.S. Census Bureau
Median gross rent, 2020-2024	\$1,107	U.S. Census Bureau
2025 building permits	2,102	U.S. Census Bureau

Source: U.S. Census Bureau QuickFacts, Citrus County, Florida, accessed July 27, 2026. Countywide statistics are context only and are not property-specific rent or demand projections.

The property is positioned near the Tsala Apopka Lake Chain and the boating, fishing, kayaking and outdoor recreation associated with Florida's Nature Coast. The offering also benefits from regional access toward Ocala, Tampa and Orlando while retaining a lower-density, small-town setting.

- Affordable-housing relevance within a county that grew 11.6% from 2020 to 2025.
- Outdoor lifestyle supports creative storage concepts for boats, airboats, trailers and recreational equipment.
- Month-to-month leases and park-owned homes provide operating flexibility as local conditions evolve.

What Serious Buyers Should Verify

A clean underwriting process should reconcile current operations, physical systems and future land-use capacity.

FINANCIAL

- Certified current rent roll, leases, deposits and tenant ledgers
- Trailing-12 operating statement and current-year P&L
- Property-tax bills, special assessments and post-sale tax estimate
- Insurance policy, premiums and claims history
- Utility, maintenance and vendor records

PHYSICAL & OPERATIONAL

- Park-owned-home schedule with titles, ages, dimensions, condition and major improvements
- Well permit, testing reports, filtration records and operating responsibility
- Septic locations, service records, capacity and expansion feasibility
- Road, drainage, electrical-meter and trash-service responsibilities
- Survey/site plan showing homes, lots, setbacks and utility connections

REGULATORY & EXPANSION

- Current DBPR license and approved park/site count
- Zoning confirmation, legal nonconforming status if applicable and permitted uses
- Closed permits, code history, fire/life-safety compliance and open violations
- Flood-zone determination and lender/insurance requirements
- Written feasibility for additional homes, RV use, storage, parking or amenities

BUYER RESPONSIBILITY This offering is being presented as-is. Buyer and buyer's advisors are responsible for independently verifying all financial, physical, title, environmental, licensing, zoning, infrastructure and development information before relying upon it.

Schedule a Private Investment Review

Please do not disturb residents. Property tours are by appointment through the listing agent.



SHULI A. MISHALI

REALTOR® | Commercial & Investment Real Estate

Tropic Shores Realty

(786) 985-8856

mishali.shuli@gmail.com

Florida License #3388878

PROPERTY INFORMATION

Bobby B's Mobile Home Park

4920 E Parsons Point Road

Hernando, Florida 34442

MLS 846513

Offering Price: \$1,160,000

[View the current Tropic Shores Realty listing](#)

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Selected sources and data date: current Tropic Shores Realty/MLS offering (MLS 846513); owner-provided operating snapshot; U.S. Census Bureau QuickFacts; Citrus County public land-development resources. Prepared July 27, 2026.