Capital City
Mobile Home Park

1424 E Virginia Avenue
Des Moines, IA 50320

Supply-Constrained Des Moines Manufactured Housing with Lease-Up & Utility Recapture Upside that Widens Margins Without New Capital

CONFIDENTIAL OFFERING MEMORANDUM

DES MOINES, IA | DES MOINES-WEST DES MOINES MSA

Capital City
Mobile Home Park

EXCLUSIVE ADVISORS

Jon Shay
Vice President
612-460-7429
jon.shay@cbre.com

Will Shealy
Vice President
832-920-4884
will.shealy@cbre.com

Jez Lawson
Associate
805-286-7733
jez.lawson@cbre.com
CA Lic. 02083972

Max Colby
Senior Vice President
515-224-4900
Iowa Licensee

FINANCING

Erik Edwards
Senior Vice President – Debt & Structured Finance
760-402-1942
erik.edwards@cbre.com
CA Lic. 01841329

CONFIDENTIAL OFFERING MEMORANDUM

CBRE

Capital City
Mobile Home Park

TABLE OF
Contents

01 EXECUTIVE SUMMARY

02 MARKET OVERVIEW

03 FINANCIAL ANALYSIS

01

EXECUTIVE SUMMARY

Capital City
Mobile Home Park

THE OFFERING

CBRE's National Manufactured Housing & RV Specialty Practice is pleased to present Capital City Mobile Home Park, a manufactured housing community totaling 32 sites in Des Moines, Iowa - an established, supply-constrained southeast-side submarket of metropolitan Des Moines.

The community sits at 1424 E Virginia Ave in Polk County, offering a buyer the operational simplicity of a compact, easily managed footprint within one of the Midwest's most supply-constrained housing markets that keeps replacement competition off the board and supports durable rent growth.

The community is approximately 78% occupied, with 25 of 32 sites filled and 7 pads available, providing a clear, identifiable path to net operating income growth through vacant-pad lease-up. The resident base is predominantly tenant-owned which minimizes turnover capital and home-maintenance expense while supporting stable, long-term tenancy. In-place average site-only rent of roughly $620 per month and average occupied home-plus-site rent of approximately $820 leave meaningful room to mark rents to market over time, which is already evidenced by the $750 rate the community quotes incoming tenants.

Beyond vacant-pad lease-up and mark-to-market rent growth, the community offers a substantial expense-normalization opportunity: the trailing-twelve operating expense ratio of approximately 40%+ normalizes toward the 35% range under stabilized, market management, driving a material lift in net operating income. Together, vacant-pad lease-up, rent mark-to-market, and water/sewer recapture correction underpin a compelling value-add thesis in a market where new manufactured housing supply is effectively prohibited, ensuring the community's income stream compounds against a fixed competitive set.

The community operates as a legal nonconforming manufactured housing use within the City of Des Moines' NM (Neighborhood Mixed-Use - legacy county designation) zoning district, with the right to rebuild following casualty preserved under the City's nonconformity provisions - reinforcing the scarcity value of an irreplaceable infill land position while preserving long-term optionality that supports both income durability and a defensible land basis.

PLEASE DO NOT VISIT OR CONTACT ANYONE IN THE COMMUNITIES WITHOUT PRIOR APPROVAL FROM THE LISTING BROKERS.

OFFERING OVERVIEW

Property	Capital City Mobile Home Park - single 32-site infill manufactured housing community
Address	1424 E Virginia Ave, Des Moines, IA 50320
Market / County	Des Moines–West Des Moines MSA | Polk County, Iowa
Total Sites	32
Site Composition	Predominantly manufactured-home pads with a component of vacant sites that provide the lease-up runway central to the value-add thesis
Occupancy	25 occupied / 32 sites - approximately 78% (7 vacant)
Tenant-Owned Homes	24
Park-Owned Rentals	1 rented (Lot 12, $620 lot + $200 home) + 4 held for sale at $2,500 each on spaces 6, 19, 24, 27
Avg. Site-Only Rent	±$620 / month
Avg. Home + Site Rent	±$820 / month (occupied park-owned home)
Community Type	All-Age
Zoning	Zoned Community Mixed Use with grandfathered legal nonconforming status and pad replacement rights. City of Des Moines - legal nonconforming manufactured housing use; right to rebuild preserved to protect the income stream and land basis (designation, conformance status, and rebuild right all unverified)
Guidance Price	$1,900,000 | $59,375 per site | $76,000 per occupied site

UTILITIES

SERVICE	PROVIDER / TYPE	PAID BY	TENANT BILLING
Water/ Sewer	City of Des Moines	Park	Flat $50/Lot Tenant Recapture
Trash	Waste Connections of Iowa	Park	Tenant Pays Overage Charges
Electric	MidAmerican Energy	Tenant	Direct Billed (Park Pays ±$14/Mo Area Lighting)
Natural Gas	MidAmerican Energy	Tenant	Direct Billed

INVESTMENT HIGHLIGHTS

ESTABLISHED, SUPPLY-CONSTRAINED INFILL DES MOINES LOCATION

One 32-site manufactured housing community at 1424 E Virginia Ave in southeast Des Moines, an established infill district of the metro core in Polk County. As a legal nonconforming use within a legacy neighborhood mixed-use zone (designation unconfirmed), the community occupies an effectively irreplaceable infill land position in a market where new manufactured housing development is effectively precluded - underpinning scarcity value and pricing power.

CLEAR VALUE-ADD RUNWAY: LEASE-UP, MARK-TO-MARKET RENTS & UTILITY RECAPTURE

At approximately 78% occupancy with 7 available pads, in-place rents below market ($620 site rent against a $750 incoming-tenant rate), and a trailing operating expense ratio near 40%+ (normalizing toward the 35% range), the community offers a well-defined, multi-lever path to net operating income growth under professional ownership and management that closes the gap to the $164,132 stabilized NOI without speculative assumptions.

DURABLE, PREDOMINANTLY TENANT-OWNED RESIDENT BASE

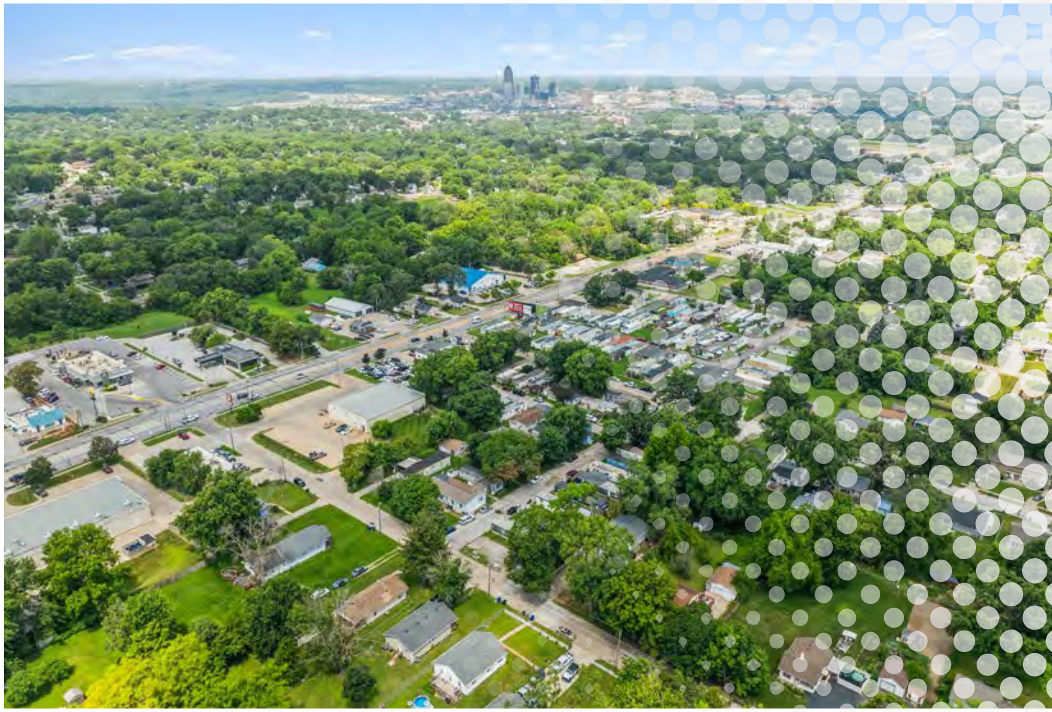
With 24 of the 25 occupied homes tenant-owned and only 1 park-owned rental unit, featuring long-term month-to-month residents whose homes trade tenant-to-tenant, the community carries the low-capex, sticky-tenancy, and stable cash flow profile that define the manufactured housing asset class - limiting turnover capital and home-maintenance burden during execution of the value-add plan to keep incremental revenue flowing through to net operating income.

IMMEDIATE, CAPITAL-FREE WATER/SEWER RECAPTURE CORRECTION

The park bills tenants a flat $50 per lot for water/sewer (approximately $1,250 per month) against a Des Moines Water Works bulk bill averaging roughly $3,460 per month, featuring an approximately $26,500 annual under-recovery correctable through a standard pass-through reset - a dynamic that directly converts a billing adjustment into net operating income with no capital outlay, no permits, and no dependence on occupancy gains.

WIDENING DES MOINES AFFORDABILITY GAP

Des Moines' sustained population and employment growth, featuring an insurance- and finance-anchored economy with rising single-family prices and apartment rents across the metro, has widened the affordability gap manufactured housing fills - a dynamic that directly deepens the resident demand pool behind the community's $620 in-place and $750 incoming site rents and supports continued annual increases under an Iowa regulatory regime with no state rent control on lot rents, where 90 days' written notice is the only increase constraint.



02

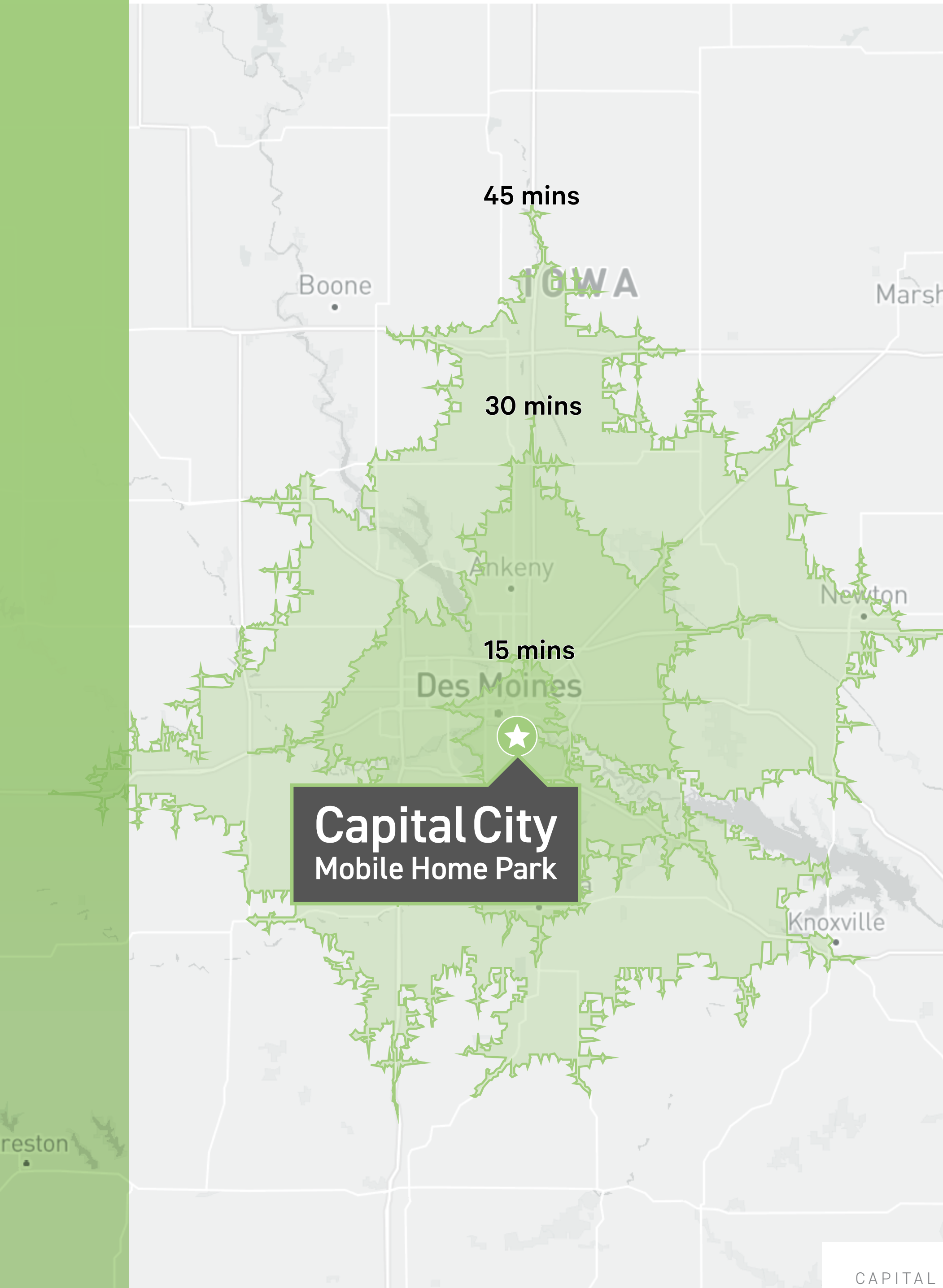
MARKET OVERVIEW

Capital City
Mobile Home Park

DES MOINES OVERVIEW

Des Moines is Iowa's largest city and state capital, and the metro core of the Des Moines–West Des Moines MSA; the community sits southeast of downtown in Polk County along the SE 14th Street (US-69) corridor. The community benefits from direct access to downtown Des Moines' state-government and financial-services employment base, the SE 14th Street (US 69) corridor, and the Iowa State Fairgrounds district, and sits within one of the nation's most stable and persistently under-supplied housing markets that keeps workforce housing demand running ahead of supply.

Des Moines' sustained population and employment growth, its insurance- and finance-anchored economy, and elevated single-family home prices and apartment rents have widened the affordability gap that manufactured housing fills. With new manufactured housing development effectively precluded across the established east side, existing infill communities such as Capital City Mobile Home Park occupy a scarce and defensible position serving essential workforce and fixed-income housing demand that translates directly into durable occupancy and rent growth.



AREA DEMOGRAPHICS

DEMOGRAPHIC BRIEF	15 MINS	30 MINS	45 MINS
POPULATION			
2025 Population - Current Year Estimate	198,730	661,898	848,570
2030 Population - Five Year Projection	206,789	701,471	895,097
HOUSEHOLDS			
2025 Households - Current Year Estimate	82,893	266,559	338,872
2030 Households - Five Year Projection	87,268	284,343	359,704
2025 Average Household Size	2.34	2.44	2.43
HOUSEHOLD INCOME			
2025 Average Household Income	$92,937	$122,089	$118,250
2030 Average Household Income	$105,489	$138,099	$134,047
EDUCATION			
2025 Population 25 and Over	132,836	442,004	555,742
HS and Associates Degrees	77,556	222,504	284,228
Bachelor's Degree or Higher	38,749	191,307	238,897
PLACE OF WORK			
2025 Businesses	7,753	23,565	29,764
2025 Employees	153,401	357,309	425,526

Source: ESRI

KEY MARKET STATISTICS

Location	Des Moines, Polk County, Iowa - infill metro core southeast of downtown
MSA	Des Moines–West Des Moines, IA MSA
Position	Established southeast-side infill submarket; SE 14th St (US 69) and I-235 access to downtown
Supply Dynamics	New manufactured housing development effectively precluded; existing communities are legacy/grandfathered uses
Demand Profile	Workforce / fixed-income housing demand driven by the Des Moines affordability gap that keeps the community's rents affordable at a deep discount to alternatives

03

FINANCIAL ANALYSIS

Capital City
Mobile Home Park

FINANCIAL ANALYSIS

GROSS INCOME	2023	2024	2025	CURRENT NORMALIZED	MARKET STABILIZED	
Space Rent	$149,102	$187,810	$154,031	$189,000	$249,240	A
Water & Sewer	–	–	–	$15,000	$18,600	B
Trash	–	–	–	$900	$900	
Vacancy	–	–	–	–	($12,462)	C
GROSS INCOME	**$149,102**	**$187,810**	**$154,031**	**$204,900**	**$256,278**	
EXPENSES						
Utilities	$33,001	$43,012	$41,963	$41,963	$43,222	1
Trash	$7,473	$9,084	$10,460	$10,460	$10,774	
Legal & Accounting	–	$4,238	$3,566	$3,566	$3,673	
Insurance	$4,006	$4,410	$6,703	$4,851	$4,997	2
Maintenance & Repair	$2,072	$6,232	$16,564	$6,400	$6,592	3
Professional Management	–	–	–	$10,245	$12,814	4
Tax Real Estate / Property	$12,396	$10,487	$16,990	$9,877	$10,074	5
TOTAL EXPENSE	**$58,947**	**$77,461**	**$96,247**	**$87,362**	**$92,146**	
Expense Ratio	40%	41%	62%	43%	36%	
NET OPERATING INCOME	**$90,155**	**$110,349**	**$57,784**	**$117,538**	**$164,132**	

PRICING & RETURN METRICS

Guidance Price	**$1,900,000**
Price / Site	**$59,375 (32 sites)**
Price / Occupied Site	**$76,000 (25 occupied)**
Going-In Cap (Normalized)	**6.19%**
Stabilized Cap	**8.64%**
Pro Forma Occupancy Target	**95%**

A March 2026 RR Annualized | Rent Roll grossed at $670 – 2025 income down due tenant remediation
B Recapture included in historical space rents
C Assumes 5% vacancy
1 Unless otherwise noted, market stabilized assumes 3% increase to account for inflation
2 Assumes 10% increase over YE 2024. YE 2025 includes elevated home insurance.
3 Assumes $200/site. 2025 includes non-recurring CapEx
4 Assumes 5% management fee
5 2026/2027 estimated taxes per Polk County Assessor

AFFILIATED BUSINESS DISCLOSURE

CBRE, Inc. ("CBRE") operates within a global family of companies with many subsidiaries and related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Investment Management, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the "Property") and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgment of that possibility and your agreement that neither CBRE nor any Affiliate has an obligation to disclose to you such Affiliates' interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE and its Affiliates will act in the best interest of their respective client(s), at arms' length, not in concert, or in a manner detrimental to any third party. CBRE and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgment that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc. ("CBRE"), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE. If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE.

DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and the Property's suitability for your needs.

ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

Capital City
Mobile Home Park

1424 E VIRGINIA AVENUE DES MOINES, IA 50320

CONTACT US

Jon Shay
Vice President
612-460-7429
jon.shay@cbre.com

Will Shealy
Vice President
832-920-4884
will.shealy@cbre.com

Jez Lawson
Associate
805-286-7733
jez.lawson@cbre.com
CA Lic. 02083972

Max Colby
Senior Vice President
515-224-4900
Iowa Licensee

Erik Edwards
Senior Vice President – Debt & Structured Finance
760-402-1942
erik.edwards@cbre.com
CA Lic. 01841329

CBRE Capital Markets, Inc. | 1225 17th Street Suite 3200, Denver, CO 80202