

OFFERING MEMORANDUM

FOR SALE

Marion Trailer Court

515 Pine Bluff Road, Albany, Georgia 31705

Prime Opportunity to Purchase a
Mobile Home Park

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EXECUTIVE SUMMARY

Charles Hawkins Co. is pleased to present Marion Trailer Court.

Marion Trailer Court presents a compelling **value-add mobile home park opportunity in the growing Albany, Georgia market.** Situated in a residential corridor of Dougherty County, the park offers stable in-place income, meaningful **operational upside, and strong demand for affordable housing in the region.**

The property contains **18 total lots, 11 Tenant Owned Homes, and 2 Park Owned Homes** (both vacant and in need of renovations) - This park has multiple units that can be brought online through light to moderate rehab and offers investors a clear pathway to increased revenue and long-term value creation.

With affordable housing demand continuing to outpace supply in Southwest Georgia, Marion Trailer Court offers investors a rare combination of **stable in-place cash flow, immediate infill opportunities, and operational efficiency.** This makes the property ideal for both first-time park operators and seasoned investors seeking a manageable, high-yield asset with upside.



PROPERTY HIGHLIGHTS

- **Sale Price:** \$335,000

Units/Amenities

- ± 7 acres
- 18 Lots
- 11 Tenant Owned Homes
- 2 Park Owned Homes (both vacant)
- **City Water** - paid by owner (1 master meter)
- Septic (3 tanks) | **City Electric** – Paid by tenants (individually metered)
- 2 Parcels included in sale (see property map below)

Value Add

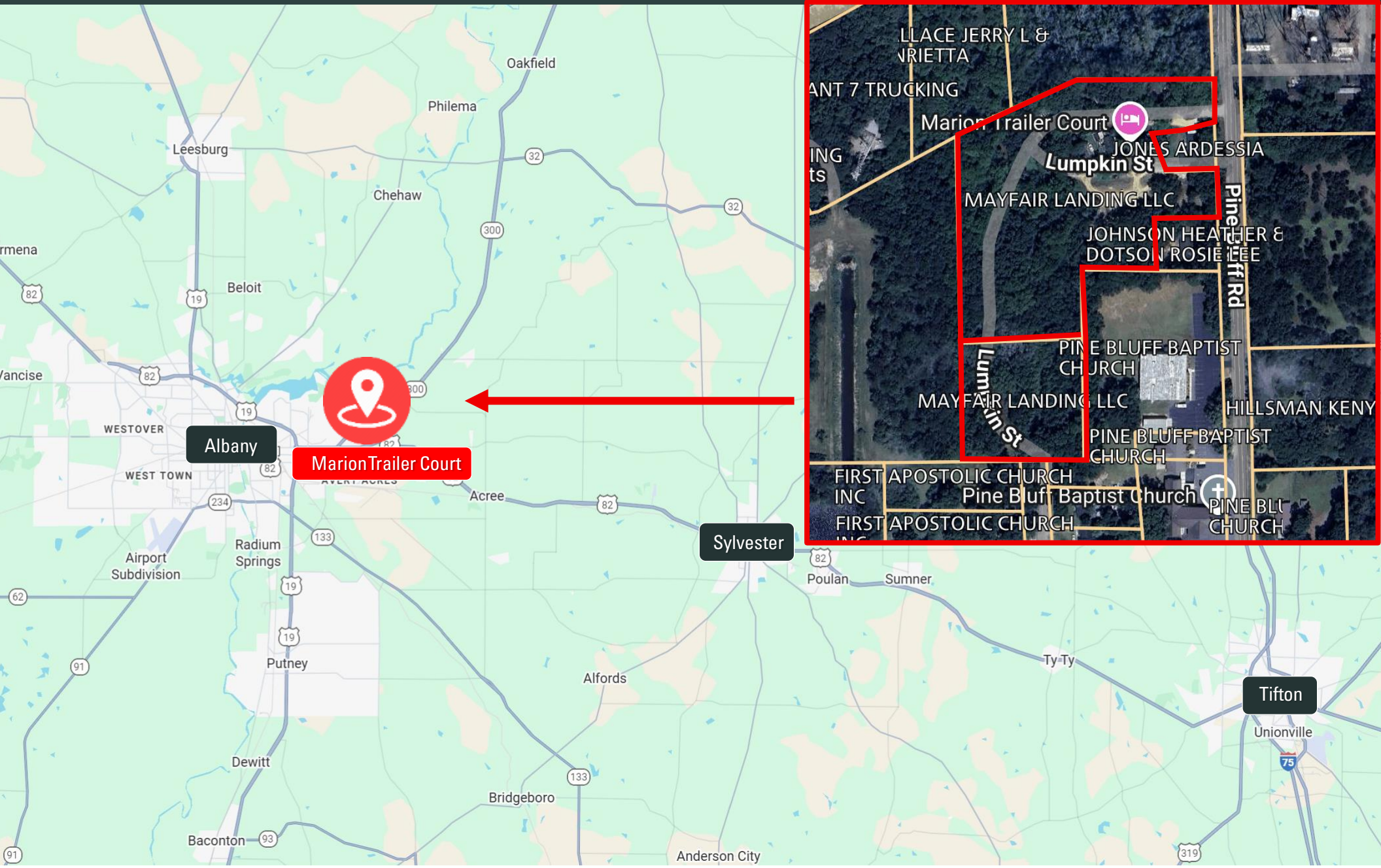
- **Rent is substantially below market (\$230/month per pad)**
 - Average lot rent in Albany is ± \$400/month per pad
- Infill 7 vacant lots
- Renovate and rent 2 Park Owned Homes
- Billing back garbage and water costs to tenants
- **Implement marketing strategy**



LOCATION MAP

Albany, Georgia

The Marion Court Mobile Home Court is located in Albany, Georgia. Albany is a city in southwest Georgia along the Flint River. Albany is situated 151 miles south of Atlanta and 78 miles southeast of Columbus.



PROPERTY PHOTOS

Marion Trailer Court



PROPERTY PHOTOS

Marion Trailer Court



PROPERTY PHOTOS

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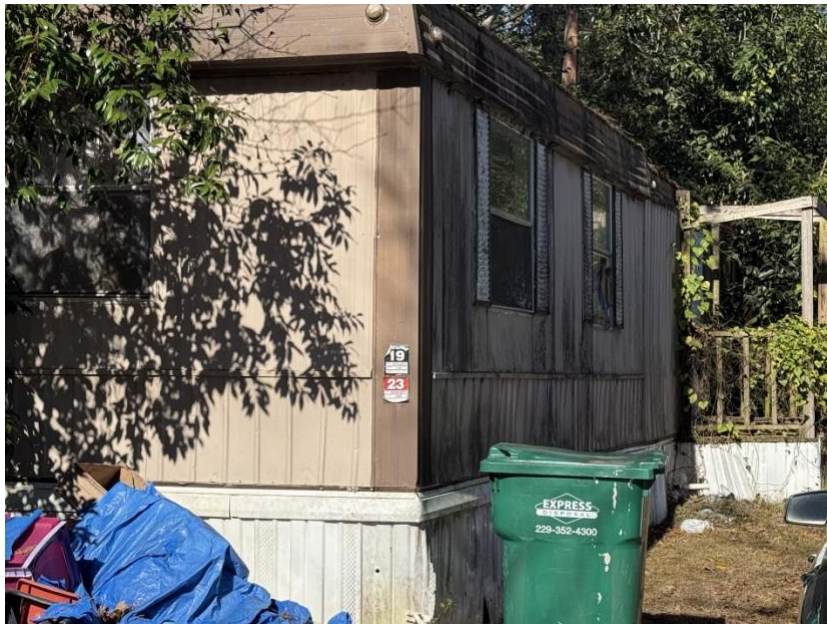
PROPERTY PHOTOS

Marion Trailer Court



PROPERTY PHOTOS

Marion Trailer Court



JANUARY 2026 RENT ROLL					
	Lot #	Rate	Status	Notes	Lease Expiration
	1	\$ -	VACANT	70s mobile home on lot that could be rehabbed and rented	
	2	\$ -	VACANT	80s mobile home on lot that could be rehabbed and rented	
	3	\$ -	VACANT	Needs simple repairs on water line/spigot	
	4	\$ 230	Rented		4/1/26
	5	\$ 230	Rented		Month-to-Month
	6	\$ 130	Rented	Discounted rent for on-site manager	Not on lease
	7	\$ -	VACANT	Ready to Rent	
	8	\$ 230	Rented		Not on lease
	9	\$ -	VACANT	Pad is overgrown - unsure on work needed to make operational	
	10	\$ 230	Rented		6/1/26
	14	\$ 230	Rented		4/1/26
	15	\$ 230	Rented		Not on lease
	16	\$ 230	Rented		4/1/26
	17	\$ -	VACANT	Ready to Rent	
	18	\$ 230	Rented		4/1/26
	19	\$ -	VACANT	Pad is overgrown - unsure on work needed to make operational	
	20	\$ 230	Rented		4/1/26
	21	\$ 230	Rented		4/1/26
		\$ 30	N/A	This lot is not apart of the park. An adjacent parcel uses the park water lines and reimburses the owner for usage.	
		\$ 30	N/A	This lot is not apart of the park. An adjacent parcel uses the park water lines and reimburses the owner for usage.	
Total	18	\$ 2,490	11/18 pads Occupied (Exlcuding the 2 adjacent parcels collecting water bill-back)		
Current Rent Roll Annualized		\$ 29,880			

Actual Property Performance			
Income	2023	2024	2025
Gross Income (Base Rent)	\$ 21,703	\$ 24,184	\$ 24,004
Operational Expenses			
Garbage Pickup	\$ 2,322	\$ 1,727	\$ 1,207
Water	\$ 1,508	\$ 6,166	\$ 4,095
Electricity	\$ 659	\$ 278	\$ 304
Grass (became rent credit in early 2024)	\$ 1,330	\$ 140	\$ -
Cap Ex/ Repairs & Maintenance	\$ 383	\$ 4,971	\$ 75
Eviction/ City License/ Legal	\$ 103	\$ 103	\$ 280
Park Signs		\$ 633	\$ -
Taxes	\$ 1,933	\$ 1,926	\$ -
Insurance	\$ 1,049	\$ 921	\$ 1,004
Total Operational Expenses	\$ 9,287	\$ 16,865	\$ 6,965
Net Operating Income	\$ 12,416	\$ 7,319	\$ 17,039

** 2024 Water and CapEx entries: New water line installed after water leak was discovered

Projection (Year 1)	
Income	
Gross Income (Base Rent)	\$ 81,000
Water Bill-Back	\$ 5,788
Garbage Pickup Bill-Back	\$ 1,831
Less Vacancy	\$ (12,150)
Effective Gross Income	\$ 76,469
Operational Expenses	
Marketing	\$ 1,800
Garbage Pickup Expense	\$ 1,831
Water	\$ 5,788
Electricity	\$ 263
Lawn Care	\$ 2,940
Cap Ex/ Repairs & Maintenance	\$ 650
Eviction/ City License/ Legal	\$ 250
Taxes	\$ 3,000
Insurance	\$ 1,200
Total Operational Expenses	\$ 17,722
Net Operating Income	\$ 58,747

Notes

Lot rent increased to \$375/pad. Vacancy & rent loss assumed at 15%. Increases to expenses to account for additional utility usage, marketing, insurance, and property taxes

FAQs

- **When was the last time the septic tanks were pumped?** The septic tanks haven't caused any issues. However, they haven't been pumped in +5 years.
- **Are the leases Month to Month or Annual?** The pad leases are primarily annual. However, there are a handful of tenants that are month to month or not on a lease at all. See Rent Roll above.
- **Is this park an approved use for the parcel's zoning?** Yes. Based on our understanding of Dougherty County's Mobile Home Park Ordinances, this park is a conforming use. The county's zoning ordinances can be found in the "Deal Room" link provided by listing brokers.
- **Why is the owner selling?** The owner lives in another state and would rather invest in a property closer to home.
- **Is there room or ability to expand?** Yes. Based on our understanding of Dougherty County's Mobile Home Park Ordinances, additional homes could be added to this parcel. The county's zoning ordinances can be found in the "Deal Room" link provided above.
- **Is there room to increase the current rates?** Yes. We believe the park could support a significant increase in pad rent. The park's current rate of \$230 per pad is well below market value (closer to \$400 per pad).
- **The marketing says 11 pads are occupied, but I'm counting 13 structures on the property. Why is this?** There are 13 homes on property. 2 of these homes (Lot 1 & 2) have abandoned titles. These two homes could be renovated and rented as Park Owned Homes.
- **Does each pad have septic/water/electricity hookups?** Yes. It is our understanding that each pad has utility hookups. That said, some of the hookups need maintenance (see rent roll for specifics).
- **Explain the 2 "tenants" who use the park's water?** These two parcels were subdivided and sold off by a previous owner (see rent roll). The owners of these parcels are still connected to the park's water line. To offset the water usage, these owners have an agreement to pay the park a small fee every month.
- **Do the homes have individual water meters?** No. The park 1 master water meter. The water bill is paid by the park owner.
- **Does the park have individual electric meters?** Yes. Each home has its own electric meter. The electric bill is paid by the tenants.

LOCATION INFORMATION

Marion Trailer Court

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Prime Investment Opportunity: Albany, Georgia

Albany, Georgia serves as the economic and service hub of Southwest Georgia, anchored by a population of approximately 150,000 across the metro. The city's strategic location along the Flint River and major regional highways positions it as a central point for commerce, medical care, and transportation. With a cost of living well below the national average and a steady, blue-collar workforce, Albany supports consistent long-term demand for affordable housing options such as mobile home parks.

The local economy is diversified and resilient, driven by major employers in healthcare, manufacturing, logistics, and education. Phoebe Putney Memorial Hospital stands as one of the largest healthcare providers in the region, while nationally recognized employers such as Procter & Gamble, Molson Coors, and Marine Corps Logistics Base Albany contribute to long-term job stability. Albany State University adds additional economic activity and supports a broad employment base.

Housing demand in Albany remains strong, particularly for affordable units, as the market faces limited new housing supply and rising rental needs. Mobile home parks are especially well positioned, given the scarcity of new MHP development approvals and the reliance of the local workforce on cost-efficient housing. Occupancies in the region tend to remain stable, with tenants often staying long-term due to the affordability and proximity to employment centers.

Albany's infrastructure further enhances the area's appeal, with access to U.S. Highways 82, 19, and 91, as well as the Southwest Georgia Regional Airport. Retail, healthcare, and essential services are easily accessible throughout the city, supporting quality of life and tenant retention. These combined factors make Albany an attractive market for investors seeking durable income, manageable operations, and long-term value appreciation in the affordable housing sector.

Albany



GA

MARION TRAILER COURT

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